AC825-2

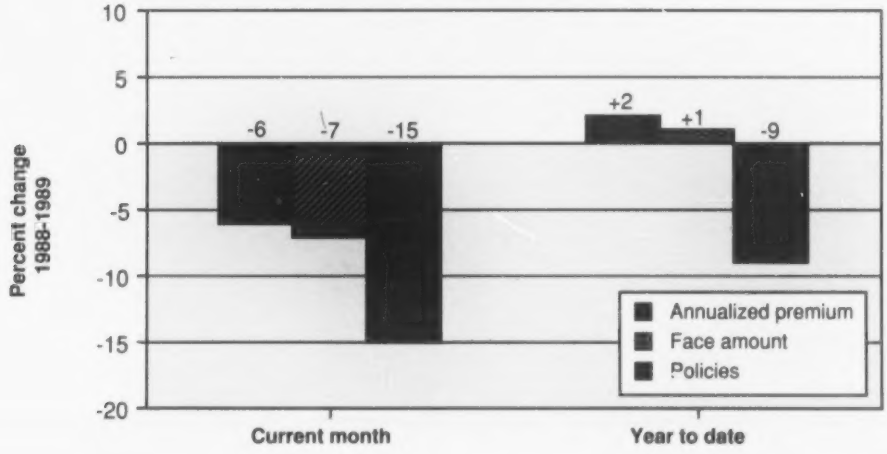
I/R Code 47.40

September 1989

MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

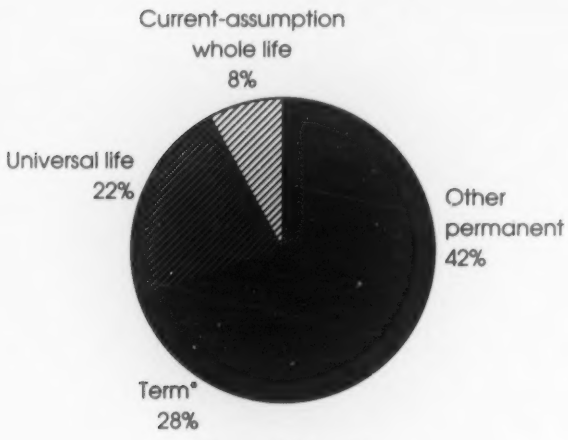
Individual Sales

37 Companies

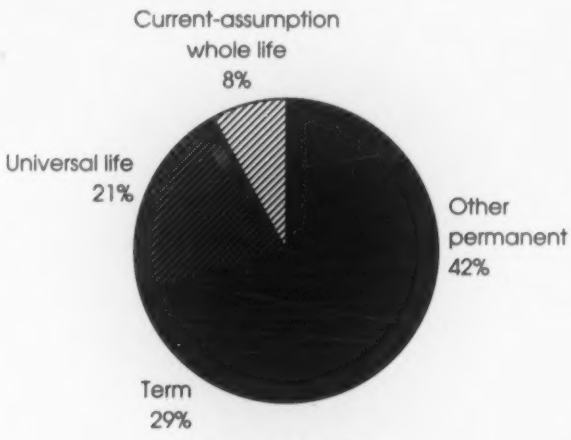


Annualized Premium Market Share by Product

26 Companies Representing 80 Percent of September Sales



Current Month



Prior 12 Months
(September 1988 - August 1989)

*For the 17 companies that sell the product and supply data, "permanent term" ("term to 100") makes up 17 percent of total September 1989 sales.

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Sales Comparisons with Last Year

Ratio 1989/1988

		Annualized premiums	Face amount	Number of policies
Term (24 cos.)	Month	101%	96%	95%
	Year to date	111%	108%	104%
Universal life (20 cos.)	Month	105%	102%	93%
	Year to date	111%	108%	101%
Current-assumption whole life (12 cos.)	Month	87%	70%	73%
	Year to date	92%	75%	78%
All other permanent (21 cos.)	Month	83%	79%	78%
	Year to date	88%	81%	79%

Policy Characteristics by Product

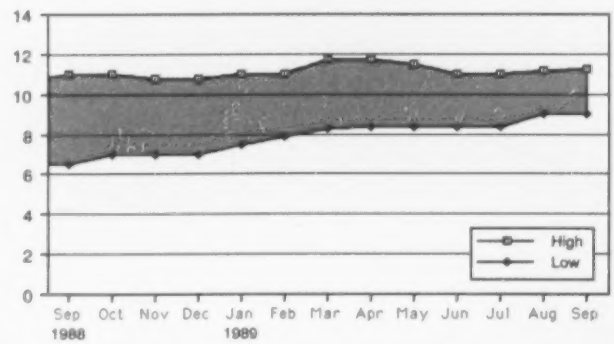
		Premium per $1,000	Average size policy	Premium per policy
Term (24 cos.)	Month	$ 3.88	$ 150,227	$ 583
	Year to date	$ 3.68	$ 153,264	$ 564
	Year-to-date ratio	103%	103%	107%
Universal life (20 cos.)	Month	$ 9.11	$ 95,347	$ 868
	Year to date	$ 9.21	$ 95,050	$ 876
	Year-to-date ratio	102%	108%	110%
Current-assumption whole life (12 cos.)	Month	$ 7.87	$ 38,808	$ 306
	Year to date	$ 8.20	$ 40,172	$ 329
	Year-to-date ratio	123%	96%	118%
All other permanent (21 cos.)	Month	$ 11.09	$ 50,420	$ 559
	Year to date	$ 11.25	$ 51,529	$ 579
	Year-to-date ratio	109%	102%	111%

Universal Life

Interest Rates This Month

Median	10.0%
Range	9.0% - 11.2%
Range of middle 50%	9.5% - 10.2%
Number of companies reporting	16
Number of plans reported	37
Number of new plans	0
Number of plans dropped	0
Number of plans showing. . .	
No change	27
Increases	9
Average increase	0.3%
Decreases	1
Average decrease	0.2%

13-Month Interest Rate Range



Contributors' Growth Rates

Change in Annualized Premium

Year to Date

Percent change 1988 - 1989	Number of companies... Group I	Group II	Group III	All
21% or over	0	1	2	3
11% – 20%	3	2	1	6
1% – 10%	4	3	4	11
-9% – 0	3	4	3	10
-19% – -10%	0	1	2	3
-20% or under	0	3	1	4

Total Sales

Revised Through Current Month

	Annualized premium (000)			Face amount (000)			Number of policies		
	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88
January	$ 35,941	$ 35,414	99%	$ 5,288,957	$ 5,234,135	99%	64,864	59,910	92%
February	44,324	43,494	98	6,476,266	6,654,759	103	84,384	75,782	90
March	49,816	48,133	97	7,354,328	7,004,115	95	93,311	80,974	87
April	43,084	46,092	107	6,467,890	6,798,811	105	82,193	79,229	96
May	45,740	49,901	109	6,981,893	7,431,548	106	88,788	85,168	96
June	51,352	53,748	105	7,657,396	7,813,946	102	92,670	85,836	93
July	42,647	43,429	102	6,162,113	6,326,917	103	72,537	68,235	94
August	38,775	40,946	106	5,722,121	5,910,499	103	68,299	62,792	92
September	47,088	44,061	94	6,888,591	6,403,514	93	88,661	75,061	85
October	47,926			7,081,362			88,918		
November	52,589			7,746,743			93,214		
December	55,298			8,036,262			86,332		
Year total	$554,580			$81,863,922			1,004,171		
Year to date	$398,767	$405,218	102%	$58,999,555	$59,578,244	101%	735,707	672,987	91%

	Premium per $1,000			Average size policy			Premium per policy		
	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88
January	$ 6.80	$ 6.77	100%	$ 81,539	$ 87,367	107%	$ 554	$ 591	107%
February	6.84	6.54	96	76,748	87,815	114	525	574	109
March	6.77	6.87	101	78,815	86,498	110	534	594	111
April	6.66	6.78	102	78,691	85,812	109	524	582	111
May	6.55	6.71	102	78,636	87,258	111	515	586	114
June	6.71	6.88	103	82,631	91,033	110	554	626	113
July	6.92	6.86	99	84,951	92,722	109	588	636	108
August	6.78	6.93	102	83,780	94,128	112	568	652	115
September	6.84	6.88	101	77,696	85,311	110	531	587	111
October	6.77			79,639			539		
November	6.79			83,107			564		
December	6.88			93,086			641		
Year total	$ 6.77			$ 81,524			$ 552		
Year to date	$ 6.76	$ 6.80	101%	$ 80,194	$ 88,528	110%	$ 542	$ 602	111%

September Sales by Size Group

		Annualized premium (000)		Face amount (000)		Number of policies	
		1988	1989	1988	1989	1988	1989
Group I	Month	$ 28,638	$ 27,799	$ 3,872,545	$ 3,832,772	57,316	50,144
	Year to date	$230,946	$240,835	$30,949,848	$32,724,717	440,267	409,487
Group II	Month	$ 13,796	$ 11,890	$ 2,177,435	$ 1,838,546	22,846	17,188
	Year to date	$127,391	$122,945	$20,763,146	$19,823,425	216,757	192,676
Group III	Month	$ 4,654	$ 4,372	$ 838,611	$ 732,196	8,499	7,729
	Year to date	$ 40,430	$ 41,438	$ 7,286,561	$ 7,030,102	78,683	70,824

About the Survey

This survey gives ordinary sales results of a group of companies that report three measures of sales performance — annualized premiums, face amount (volume), and number of policies. From these data, premium per $1,000, average size policy, and premium per policy, as well as trends in those statistics, are derived. Sales results by product are also shown for a subset of the contributing companies.

The definition of new sales excludes revivals, indexed increases, dividend additions, reinsurance acquired, credit insurance (coverage of obligations not exceeding 120 months' duration), and products without insurance (such as annuities and Canadian pension bonds). The data include mass-marketed ordinary business.

The results are based on the experience of 37 companies plus four subsidiary companies operating in Canada. The contributors represent 81 percent of the 1987 Canadian ordinary volume sold and 84 percent of first-year premiums written. The business of these contributors may not represent the industry proportions of participating and nonparticipating policies and of term and permanent insurance sold; therefore, statistics (such as premium per $1,000) derived from the experience of the contributors may not represent the experience of the industry as a whole.

Company corrections are incorporated on a monthly basis to provide contributors with the most up-to-date information.

Contact: Joy I. Hansen, Project Director
Raymond H. Hinchcliffe
Diane M. Couture
—Market Research

Life Insurance Marketing and Research Association, Inc.
P.O. Box 208, Hartford, Connecticut 06141

Contributors

Group I
Canada Life
Great-West Life†
Industrial-Alliance Life†
London Life†
Manufacturers Life†
Metropolitan Life†
(includes Metropolitan Life of Canada)
Mutual Life of Canada†
North American Life (Canada)
Prudential of America†
Sun Life of Canada†

Group II
Ætna Life of Canada†
Commercial Union Life of Canada
Confederation Life
Co-operators Life
Crown Life†
Imperial Life of Canada
La Laurentienne†
Maritime Life (Canada)†
National Life of Canada
New York Life†
(includes New York Life of Canada)
Prudential of England
(includes Prudential Life of England)
Seaboard Life†
Transamerica Occidental Life†
(includes Transamerica Life of Canada)
Zurich Life of Canada†

Group III
Allstate Life of Canada†
Assumption Mutual Life
Assurance-Vie Desjardins
COLONIA Life†
Equitable Life of Canada†
Financial Life of Canada†
Knights of Columbus†
Laurier Life†
Royal Life (Canada)†
La Sauvegarde†
La Solidarite
State Farm Life†
L'Union-Vie†

The groupings of companies and departments are maintained for five-year periods to allow examination of trends; currently they are based on the sum of first-year and renewal direct-written ordinary life premium income as of December 31, 1986.

† Company is included in product market share chart

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September 1989

QUARTERLY SURVEY OF INDIVIDUAL ANNUITIES IN CANADA

Third Quarter Sales

Accumulation Annuities

Number of new contracts (17 cos.)	RRSPs (Registered Retirement Savings Plans) 1988	1989	89/88	Nonregistered 1988	1989	89/88
1st quarter	78,716	80,074	102%	8,565	9,625	112%
2nd quarter	24,841	40,092	161	6,600	7,913	120
3rd quarter	17,017	32,037	188	6,261	7,023	112
4th quarter	24,782			9,846		
Year to date	120,574	152,203	126%	21,426	24,561	115%
Premiums* (18 cos.)						
1st quarter	$ 784,405,820	$ 970,244,640	124%	$202,474,749	$194,728,873	96%
2nd quarter	354,081,168	556,094,779	157	148,256,379	216,751,164	146
3rd quarter	277,604,147	369,392,813	133	154,394,195	179,738,027	116
4th quarter	360,852,543			248,259,210		
Year to date	$1,416,091,135	$1,895,732,232	134%	$505,125,323	$591,218,064	117%
Number of payments* (9 cos.)						
1st quarter	141,601	162,465	115%	13,401	17,163	128%
2nd quarter	94,035	126,856	135	11,936	16,516	138
3rd quarter	86,884	120,801	139	11,822	15,753	133
4th quarter	93,007			13,413		
Year to date	322,520	410,122	127%	37,159	49,432	133%

*New and existing contracts

Payout Annuities — Life

Number of new contracts (18 cos.)	RRSP Income 1988	1989	89/88	Nonregistered 1988	1989	89/88
1st quarter	4,059	3,304	81%	1,052	752	71%
2nd quarter	3,113	3,464	111	807	840	104
3rd quarter	2,308	2,077	90	744	699	94
4th quarter	3,212			1,010		
Year to date	9,480	8,845	93%	2,603	2,291	88%
Premiums (18 cos.)						
1st quarter	$123,322,517	$105,938,962	86%	$ 51,436,608	$33,147,463	64%
2nd quarter	99,935,662	135,805,490	136	31,259,213	35,085,540	112
3rd quarter	85,416,626	83,038,993	97	30,927,133	31,531,565	102
4th quarter	122,002,730			39,304,357		
Year to date	$308,674,805	$324,783,445	105%	$113,622,954	$99,764,568	88%

	RRSP Income by Source					
	Internal transfers			External money		
Premiums (12 cos.)	1988	1989	89/88	1988	1989	89/88
1st quarter	$22,189,134	$18,706,875	84%	$ 56,170,638	$ 55,813,748	99%
2nd quarter	17,583,176	28,291,345	161	44,107,564	45,424,845	103
3rd quarter	11,689,366	16,138,189	138	39,843,097	27,442,426	69
4th quarter	20,184,389			62,301,866		
Year to date	$51,461,676	$63,136,409	123%	$140,121,299	$128,681,019	92%

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Payout Annuities — Certain

Number of new contracts (15 cos.)	RRSP Income 1988	RRSP Income 1989	RRSP Income 89/88	Nonregistered 1988	Nonregistered 1989	Nonregistered 89/88
1st quarter	129	108	84%	783	424	54%
2nd quarter	95	79	83	573	534	93
3rd quarter	63	63	100	401	471	117
4th quarter	77			503		
Year to date	287	250	87%	1,757	1,429	81%
Premiums (15 cos.)						
1st quarter	$4,228,405	$4,145,639	98%	$35,711,893	$21,792,687	61%
2nd quarter	2,675,124	3,122,221	117	28,324,040	25,858,114	91
3rd quarter	2,942,252	1,790,635	61	24,052,254	22,636,777	94
4th quarter	2,962,951			24,450,826		
Year to date	$9,845,781	$9,058,495	92%	$88,088,187	$70,287,578	80%

	RRSP Income by Source					
	Internal transfers			External money		
Premiums (11 cos.)	1988	1989	89/88	1988	1989	89/88
1st quarter	$ 523,652	$ 487,606	93%	$2,937,140	$2,583,046	88%
2nd quarter	722,655	599,141	83	1,659,632	1,948,872	117
3rd quarter	716,558	599,102	84	1,441,556	891,688	62
4th quarter	484,085			2,179,222		
Year to date	$1,962,865	$1,685,849	86%	$6,038,328	$5,423,606	90%

Registered Retirement Income Funds

	New contracts (14 companies) 1988	New contracts (14 companies) 1989	New contracts (14 companies) 89/88	Premiums (15 companies) 1988	Premiums (15 companies) 1989	Premiums (15 companies) 89/88
1st quarter	2,557	3,907	153%	$ 126,080,802	$199,411,827	158%
2nd quarter	2,185	4,057	186	101,382,419	210,613,728	208
3rd quarter	2,106	2,520	120	106,991,200	151,560,401	142
4th quarter	3,802			207,750,809		
Year to date	6,848	10,484	153%	$334,454,421	$561,585,956	168%

Contributors

Canada Life
Confederation Life
Crown Life
Great-West Life
Imperial Life of Canada
Industrielle-Alliance Vie
La Laurentienne
London Life
Manufacturers Life
Maritime Life
Metropolitan Life
Mutual Life of Canada
National Life of Canada
New York Life
North American Life (Canada)
Prudential Life of England
Prudential of America
Standard Life (Canada)
State Farm Life
Sun Life of Canada
Transamerica Occidental Life
Zurich Life of Canada

About the Survey

This survey shows the Canadian annuity sales activity of 22 companies. Data listed for previous quarters have been revised to incorporate revisions in company data and to include previously unavailable data.

The data are separated into accumulation and payout annuities. The accumulation section shows the number of payments and premiums on new and existing contracts for RRSP and nonregistered annuities, as well as the number of new contracts. The payout section is divided into life and certain only annuities and registered retirement income funds (RRIFs). New contracts and premiums paid are shown for RRSP income and nonregistered contracts, as well as for RRIFs. The split between internal transfers and external money is shown for companies that are able to provide the source of RRSP income premiums.

Some contributors are unable to provide data for all categories; therefore, each category lists the number of contributors able to provide data.

Contact: Diane M. Couture, project director
– Market Research

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MC225-2

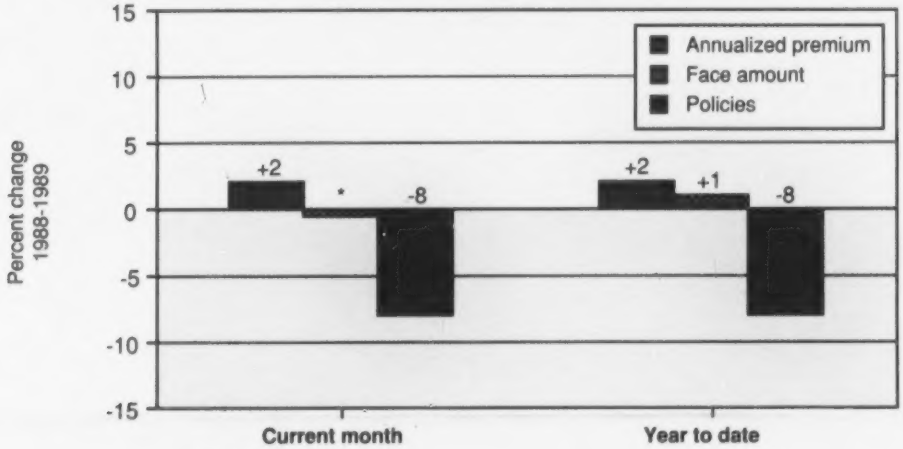
I/R Code 47.40

October 1989

MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

Individual Sales

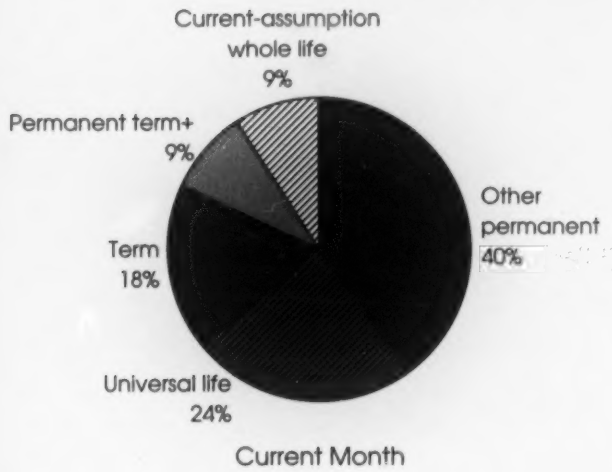
37 Companies



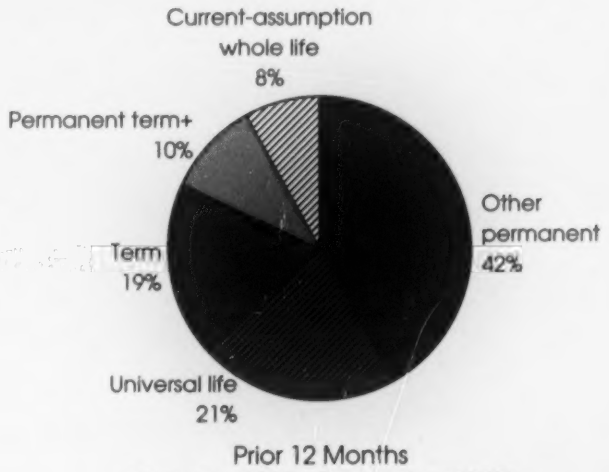
*Less than 1/2 of -1 percent

Annualized Premium Market Share by Product

26 Companies Representing 80 Percent of October Sales



Current Month



Prior 12 Months
(October 1988 - September 1989)

+Estimate based on 16 companies

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Sales Comparisons with Last Year

Ratio 1989/1988

		Annualized premiums	Face amount	Number of policies
Term (24 cos.)	Month	103%	99%	104%
	Year to date	110%	107%	104%
Universal life (20 cos.)	Month	119%	115%	106%
	Year to date	112%	109%	101%
Current-assumption whole life (12 cos.)	Month	105%	84%	87%
	Year to date	94%	76%	79%
All other permanent (21 cos.)	Month	87%	85%	78%
	Year to date	88%	81%	79%

Policy Characteristics by Product

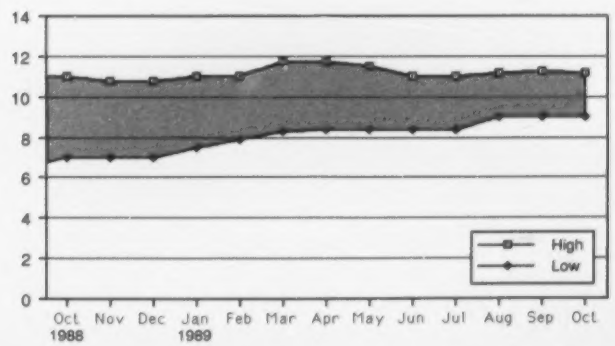
		Premium per $1,000	Average size policy	Premium per policy
Term (24 cos.)	Month	$ 3.69	$146,987	$ 542
	Year to date	$ 3.68	$152,601	$ 562
	Year-to-date ratio	103%	102%	106%
Universal life (20 cos.)	Month	$ 8.85	$ 97,857	$ 866
	Year to date	$ 9.17	$ 95,330	$ 874
	Year-to-date ratio	102%	108%	110%
Current-assumption whole life (12 cos.)	Month	$ 8.39	$ 41,324	$ 347
	Year to date	$ 8.22	$ 40,314	$ 332
	Year-to-date ratio	123%	96%	119%
All other permanent (21 cos.)	Month	$11.14	$ 50,596	$ 564
	Year to date	$11.25	$ 51,387	$ 578
	Year-to-date ratio	109%	103%	112%

Universal Life

Interest Rates This Month

Median	10.0%
Range	9.0% - 11.2%
Range of middle 50%	9.5% - 10.2%
Number of companies reporting	16
Number of plans reported	37
Number of new plans	0
Number of plans dropped	0
Number of plans showing. . .	
No change	29
Increases	3
Average increase	0.3%
Decreases	5
Average decrease	0.4%

13-Month Interest Rate Range



Contributors' Growth Rates

Change in Annualized Premium

Year to Date

Percent change 1988 - 1989	Number of companies... Group I	Group II	Group III	All
21% or over	1	1	2	4
11% – 20%	2	2	0	4
1% – 10%	5	3	5	13
-9% – 0	2	4	3	9
-19% – -10%	0	1	1	2
-20% or under	0	3	2	5

Total Sales

Revised Through Current Month

	Annualized premium (000)			Face amount (000)			Number of policies		
	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88
January	$ 35,941	$ 35,414	99%	$ 5,288,957	$ 5,234,135	99%	64,864	59,910	92%
February	44,324	43,494	98	6,476,266	6,654,759	103	84,384	75,782	90
March	49,816	48,133	97	7,354,328	7,004,115	95	93,311	80,974	87
April	43,084	46,092	107	6,467,890	6,798,811	105	82,193	79,229	96
May	45,740	49,901	109	6,981,893	7,431,548	106	88,788	85,168	96
June	51,352	53,748	105	7,657,396	7,813,946	102	92,670	85,836	93
July	42,647	43,429	102	6,162,113	6,323,538	103	72,537	68,235	94
August	38,775	40,946	106	5,722,121	5,906,726	103	68,299	62,792	92
September	47,088	44,061	94	6,888,591	6,400,279	93	88,661	75,061	85
October	47,926	48,962	102	7,081,362	7,076,786	100	88,918	81,930	92
November	52,589			7,746,743			93,214		
December	55,298			8,036,262			86,332		
Year total	$554,580			$81,863,922			1,004,171		
Year to date	$446,693	$454,180	102%	$66,080,917	$66,644,643	101%	824,625	754,917	92%

	Premium per $1,000			Average size policy			Premium per policy		
	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88
January	$ 6.80	$ 6.77	100%	$ 81,539	$ 87,367	107%	$ 554	$ 591	107%
February	6.84	6.54	96	76,748	87,815	114	525	574	109
March	6.77	6.87	101	78,815	86,498	110	534	594	111
April	6.66	6.78	102	78,691	85,812	109	524	582	111
May	6.55	6.71	102	78,636	87,258	111	515	586	114
June	6.71	6.88	103	82,631	91,033	110	554	626	113
July	6.92	6.87	99	84,951	92,673	109	588	636	108
August	6.78	6.93	102	83,780	94,068	112	568	652	115
September	6.84	6.88	101	77,696	85,268	110	531	587	111
October	6.77	6.92	102	79,639	86,376	108	539	598	111
November	6.79			83,107			564		
December	6.88			93,086			641		
Year total	$ 6.77			$ 81,524			$ 552		
Year to date	$ 6.76	$ 6.81	101%	$ 80,135	$ 88,281	110%	$ 542	$ 602	111%

October Sales by Size Group

		Annualized premium (000)		Face amount (000)		Number of policies	
		1988	1989	1988	1989	1988	1989
Group I	Month	$ 28,782	$ 30,565	$ 3,864,954	$ 4,216,912	54,781	53,881
	Year to date	$259,728	$271,400	$34,814,802	$36,941,629	495,048	463,368
Group II	Month	$ 14,288	$ 13,555	$ 2,330,610	$ 2,065,795	24,063	20,101
	Year to date	$141,679	$136,500	$23,093,756	$21,878,833	240,820	212,777
Group III	Month	$ 4,856	$ 4,842	$ 885,798	$ 794,079	10,074	7,948
	Year to date	$ 45,286	$ 46,280	$ 8,172,359	$ 7,824,181	88,757	78,772

About the Survey

This survey gives ordinary sales results of a group of companies that report three measures of sales performance — annualized premiums, face amount (volume), and number of policies. From these data, premium per $1,000, average size policy, and premium per policy, as well as trends in those statistics, are derived. Sales results by product are also shown for a subset of the contributing companies.

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The results are based on the experience of 37 companies plus four subsidiary companies operating in Canada. The contributors represent 81 percent of the 1987 Canadian ordinary volume sold and 84 percent of first-year premiums written. The business of these contributors may not represent the industry proportions of participating and nonparticipating policies and of term and permanent insurance sold; therefore, statistics (such as premium per $1,000) derived from the experience of the contributors may not represent the experience of the industry as a whole.

Company corrections are incorporated on a monthly basis to provide contributors with the most up-to-date information.

Contact: Joy I. Hansen, Project Director
Raymond H. Hinchcliffe
Diane M. Couture
—Market Research

Life Insurance Marketing and Research Association, Inc.
P.O. Box 208, Hartford, Connecticut 06141

Contributors

Group I
Canada Life
Great-West Life†
Industrial-Alliance Life†
London Life†
Manufacturers Life†
Metropolitan Life†
(includes Metropolitan Life of Canada)
Mutual Life of Canada†
North American Life (Canada)
Prudential of America†
Sun Life of Canada†

Group II
Ætna Life of Canada†
Commercial Union Life of Canada
Confederation Life
Co-operators Life
Crown Life†
Imperial Life of Canada
La Laurentienne†
Maritime Life (Canada)†
National Life of Canada
New York Life†
(includes New York Life of Canada)
Prudential of England
(includes Prudential Life of England)
Seaboard Life†
Transamerica Occidental Life†
(includes Transamerica Life of Canada)
Zurich Life of Canada†

Group III
Allstate Life of Canada†
Assumption Mutual Life
Assurance-Vie Desjardins
COLONIA Life†
Equitable Life of Canada†
Financial Life of Canada†
Knights of Columbus†
Laurier Life†
Royal Life (Canada)†
La Sauvegarde†
La Solidarite
State Farm Life†
L'Union-Vie†

The groupings of companies and departments are maintained for five-year periods to allow examination of trends; currently they are based on the sum of first-year and renewal direct-written ordinary life premium income as of December 31, 1986.

† Company is included in product market share chart

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October 1989

SUPPLEMENT TO MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

This supplement shows enhancement policy and permanent term (term to 100) data for companies able to report data separately. Enhancements are included in the "all other permanent" category and permanent term is included in the "term" category in the report. Sales of these two products are published separately on a quarterly basis.

Quarterly Sales of Enhancements and Permanent Term

Enhancement Sales for 8 Companies

	Annualized premium (000)			Face amount (000)			Number of policies		
	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88
First quarter	$ 14,656	$ 13,004	89 %	$ 2,008,066	$ 1,796,440	89 %	25,355	22,212	88 %
Second quarter	16,650	15,102	91	2,260,338	2,097,657	93	29,243	26,224	90
Third quarter	15,138	14,136	93	1,965,518	1,896,538	96	23,629	22,044	93
Fourth quarter	14,770			1,940,261			23,814		
Year total	$ 61,214			$ 8,174,183			102,041		
Year to date	$ 46,444	$ 42,242	91 %	$ 6,233,922	$ 5,790,635	93 %	78,227	70,480	90 %

	Premium per $1,000			Average size policy			Premium per policy		
	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88
First quarter	$ 7.30	$ 7.24	99 %	$ 79,198	$ 80,877	102 %	$ 578	$ 585	101 %
Second quarter	7.37	7.20	98	77,295	79,990	103	569	576	101
Third quarter	7.70	7.45	97	83,182	86,034	103	641	641	100
Fourth quarter	7.61			81,476			620		
Year total	$ 7.49			$ 80,107			$ 600		
Year to date	$ 7.45	$ 7.29	98 %	$ 79,690	$ 82,160	103 %	$ 594	$ 599	101 %

Enhancements as a Percent of Sales for 8 Companies

Annualized premium		Face amount		Number of policies	
Total 1988	Jan.- Sept. 1989	Total 1988	Jan.- Sept. 1989	Total 1988	Jan.- Sept. 1989
30%	28%	29%	27%	25%	26%

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Permanent Term Sales for 19 Companies

	Annualized premium (000)			Face amount (000)			Number of policies		
	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88
First quarter	$ 6,242	$ 8,848	142 %	$ 1,030,969	$ 1,442,870	140 %	11,330	15,791	139 %
Second quarter	8,147	10,795	133	1,310,647	1,799,838	137	14,230	19,369	136
Third quarter	8,847	10,502	119	1,337,864	1,577,422	118	14,258	16,276	114
Fourth quarter	10,415			1,613,687			16,483		
Year total	$ 33,651			$ 5,293,167			56,301		
Year to date	$ 23,236	$ 30,145	130 %	$ 3,679,480	$ 4,820,130	131 %	39,818	51,436	129 %

	Premium per $1,000			Average size policy			Premium per policy		
	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88
First quarter	$ 6.05	$ 6.13	101 %	$ 90,995	$ 91,373	100 %	$ 551	$ 560	102 %
Second quarter	6.22	6.00	96	92,104	92,924	101	573	557	97
Third quarter	6.61	6.66	101	93,833	96,917	103	620	645	104
Fourth quarter	6.45			97,900			632		
Year total	$ 6.36			$ 94,016			$ 598		
Year to date	$ 6.32	$ 6.25	99 %	$ 92,407	$ 93,711	101 %	$ 584	$ 586	100 %

Permanent Term as a Percent of Sales for 19 Companies

Annualized premium		Face amount		Number of policies	
Total 1988	Jan.- Sept. 1989	Total 1988	Jan.- Sept. 1989	Total 1988	Jan.- Sept. 1989
13%	16%	12%	15%	11%	15%

Contributing Companies

Assurance-Vie Desjardins*
COLONIA Life*
Commercial Union Life of Canada*
Equitable Life of Canada*†
Financial Life of Canada*
Great-West Life*†
Industrial-Alliance Life*†
La Laurentienne*†
London Life†
Manufacturers Life*†
Maritime Life (Canada)*
Metropolitan Life*
(includes Metropolitan Life of Canada)
New York Life*
(includes New York Life of Canada)
North American Life (Canada)*
Prudential of England†
(includes Prudential Life of England)
Royal Life (Canada)*
La Sauvegarde*
Seaboard Life*
Sun Life of Canada†
Transamerica Occidental Life*
(includes Transamerica Life of Canada)
L'Union-Vie*
Zurich Life of Canada*

† Company provides enhancement data
* Company provides permanent term data

AG225-2

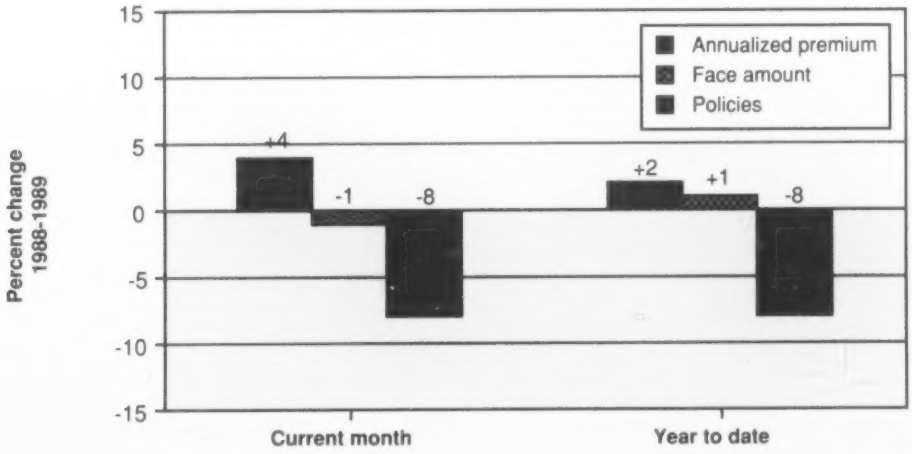
I/R Code 47.40

November 1989

MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

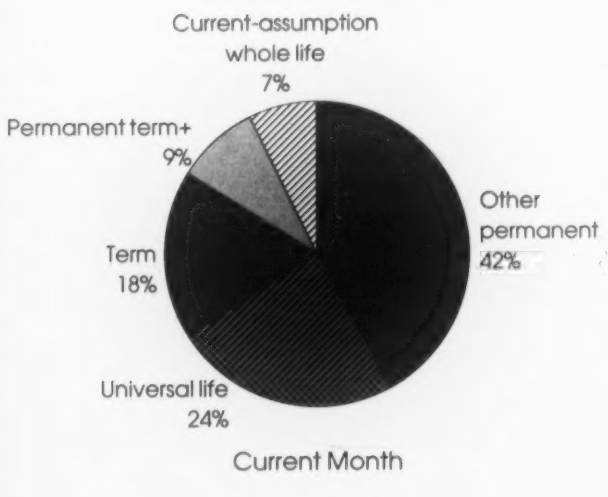
Individual Sales

37 Companies

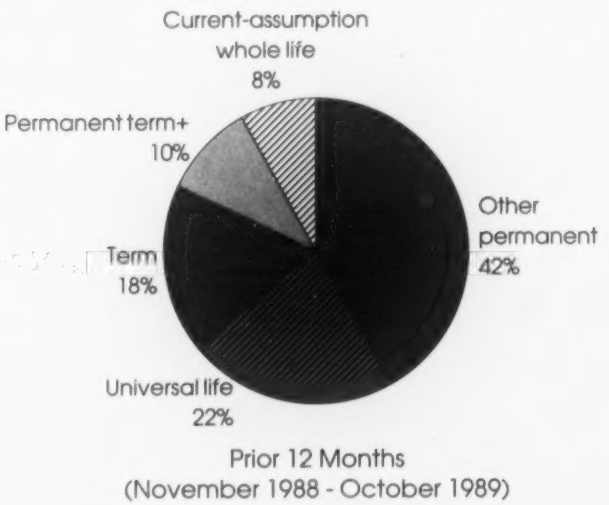


Annualized Premium Market Share by Product

27 Companies Representing 82 Percent of November Sales



Current Month



Prior 12 Months
(November 1988 - October 1989)

+Estimate based on 17 companies

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Sales Comparisons with Last Year

Ratio 1989/1988

		Annualized premiums	Face amount	Number of policies
Term (24 cos.)	Month	103%	97%	103%
	Year to date	110%	106%	104%
Universal life (20 cos.)	Month	111%	113%	103%
	Year to date	112%	110%	102%
Current-assumption whole life (12 cos.)	Month	95%	81%	84%
	Year to date	94%	77%	80%
All other permanent (21 cos.)	Month	93%	88%	81%
	Year to date	89%	82%	79%

Policy Characteristics by Product

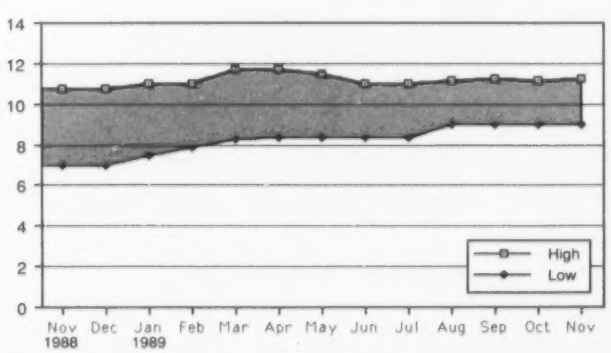
		Premium per $1,000	Average size policy	Premium per policy
Term (24 cos.)	Month	$ 3.87	$145,092	$ 561
	Year to date	$ 3.70	$151,873	$ 562
	Year-to-date ratio	104%	101%	105%
Universal life (20 cos.)	Month	$ 8.85	$100,265	$ 887
	Year to date	$ 9.15	$ 96,007	$ 878
	Year-to-date ratio	102%	108%	110%
Current-assumption whole life (12 cos.)	Month	$ 8.12	$ 41,082	$ 334
	Year to date	$ 8.23	$ 40,376	$ 332
	Year-to-date ratio	123%	96%	118%
All other permanent (21 cos.)	Month	$11.44	$ 54,300	$ 621
	Year to date	$11.27	$ 51,653	$ 582
	Year-to-date ratio	108%	103%	112%

Universal Life

Interest Rates This Month

Median	10.0%
Range	9.0% - 11.2%
Range of middle 50%	9.5% - 10.2%
Number of companies reporting	16
Number of plans reported	37
Number of new plans	0
Number of plans dropped	0
Number of plans showing. . .	
No change	30
Increases	3
Average increase	0.3%
Decreases	4
Average decrease	0.2%

13-Month Interest Rate Range



Contributors' Growth Rates

Change in Annualized Premium
Year to Date

Percent change 1988 - 1989	Number of companies... Group I	Group II	Group III	All
21% or over	1	2	2	5
11% – 20%	1	1	0	2
1% – 10%	6	2	5	13
-9% – 0	2	5	4	11
-19% – -10%	0	1	0	1
-20% or under	0	3	2	5

Total Sales

Revised Through Current Month

	Annualized premium (000)			Face amount (000)			Number of policies		
	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88
January	$ 35,941	$ 35,414	99%	$ 5,288,957	$ 5,234,135	99%	64,864	59,910	92%
February	44,324	43,494	98	6,476,266	6,654,759	103	84,384	75,782	90
March	49,816	48,133	97	7,354,328	7,004,115	95	93,311	80,974	87
April	43,084	46,092	107	6,467,890	6,798,811	105	82,193	79,229	96
May	45,740	49,901	109	6,981,893	7,431,548	106	88,788	85,168	96
June	51,352	53,748	105	7,657,396	7,813,946	102	92,670	85,836	93
July	42,647	43,429	102	6,162,113	6,323,538	103	72,537	68,235	94
August	38,775	41,476	107	5,722,121	5,988,050	105	68,299	63,669	93
September	47,088	44,061	94	6,888,591	6,400,279	93	88,661	75,061	85
October	47,926	48,962	102	7,081,362	7,076,786	100	88,918	81,930	92
November	52,589	54,538	104	7,746,743	7,681,887	99	93,214	85,399	92
December	55,298			8,036,262			86,332		
Year total	$554,580			$81,863,922			1,004,171		
Year to date	$499,282	$509,248	102%	$73,827,660	$74,407,854	101%	917,839	841,193	92%

	Premium per $1,000			Average size policy			Premium per policy		
	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88
January	$ 6.80	$ 6.77	100%	$ 81,539	$ 87,367	107%	$ 554	$ 591	107%
February	6.84	6.54	96	76,748	87,815	114	525	574	109
March	6.77	6.87	101	78,815	86,498	110	534	594	111
April	6.66	6.78	102	78,691	85,812	109	524	582	111
May	6.55	6.71	102	78,636	87,258	111	515	586	114
June	6.71	6.88	103	82,631	91,033	110	554	626	113
July	6.92	6.87	99	84,951	92,673	109	588	636	108
August	6.78	6.93	102	83,780	94,050	112	568	651	115
September	6.84	6.88	101	77,696	85,268	110	531	587	111
October	6.77	6.92	102	79,639	86,376	108	539	598	111
November	6.79	7.10	105	83,107	89,953	108	564	639	113
December	6.88			93,086			641		
Year total	$ 6.77			$ 81,524			$ 552		
Year to date	$ 6.76	$ 6.84	101%	$ 80,436	$ 88,455	110%	$ 544	$ 605	111%

November Sales by Size Group

		Annualized premium (000)		Face amount (000)		Number of policies	
		1988	1989	1988	1989	1988	1989
Group I	Month	$ 32,546	$ 34,165	$ 4,316,433	$ 4,584,949	56,899	55,225
	Year to date	$292,274	$306,051	$39,131,235	$41,604,902	551,947	519,470
Group II	Month	$ 15,003	$ 14,997	$ 2,506,819	$ 2,223,186	27,085	21,354
	Year to date	$156,682	$151,497	$25,600,575	$24,102,019	267,905	234,131
Group III	Month	$ 5,040	$ 5,376	$ 923,491	$ 873,752	9,230	8,820
	Year to date	$ 50,326	$ 51,700	$ 9,095,850	$ 8,700,933	97,987	87,592

About the Survey

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(includes Metropolitan Life of Canada)
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† Company is included in product market share chart

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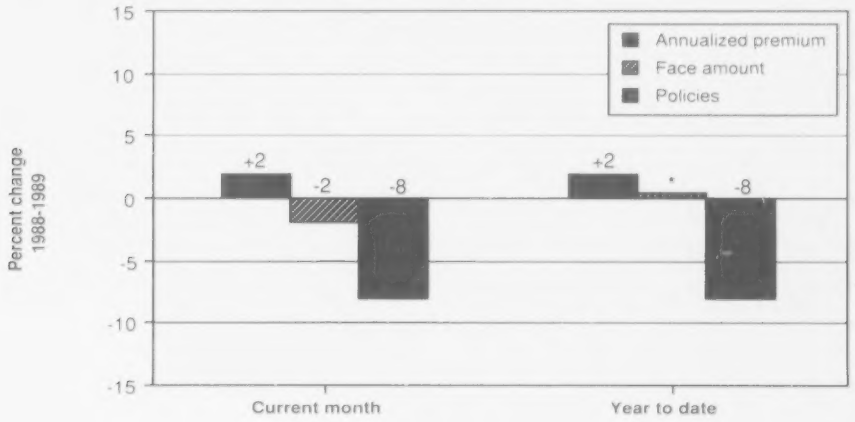
I/R Code 47.40

December 1989

MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

Individual Sales

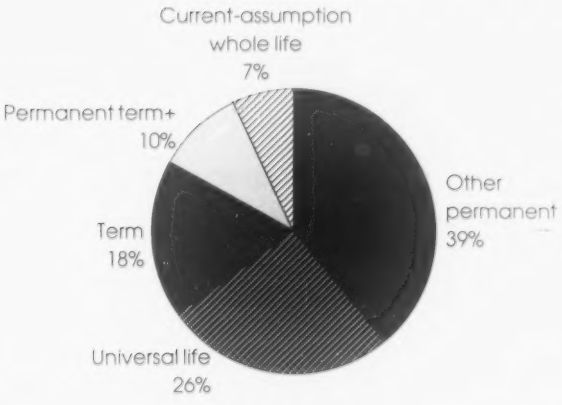
37 Companies



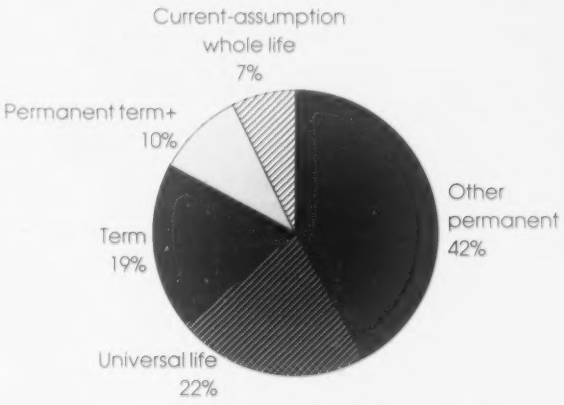
* Less than 1/2 of +1 percent

Annualized Premium Market Share by Product

27 Companies Representing 81 Percent of December Sales



Current Month



Prior 12 Months
(December 1988 - November 1989)

+Estimate based on 17 companies

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Sales Comparisons with Last Year

Ratio 1989/1988

		Annualized premiums	Face amount	Number of policies
Term (24 cos.)	Month	96%	96%	96%
	Year to date	108%	105%	103%
Universal life (20 cos.)	Month	133%	128%	115%
	Year to date	114%	111%	103%
Current-assumption whole life (12 cos.)	Month	109%	99%	98%
	Year to date	95%	78%	81%
All other permanent (21 cos.)	Month	86%	86%	82%
	Year to date	89%	82%	80%

Policy Characteristics by Product

		Premium per $1,000	Average size policy	Premium per policy
Term (24 cos.)	Month	$ 3.79	$157,324	$ 596
	Year to date	$ 3.70	$152,809	$ 566
	Year-to-date ratio	103%	101%	105%
Universal life (20 cos.)	Month	$ 9.25	$107,843	$ 997
	Year to date	$ 9.16	$ 97,125	$ 890
	Year-to-date ratio	102%	109%	111%
Current-assumption whole life (12 cos.)	Month	$ 8.89	$ 42,491	$ 378
	Year to date	$ 8.29	$ 40,564	$ 336
	Year-to-date ratio	122%	96%	117%
All other permanent (21 cos.)	Month	$11.37	$ 57,794	$ 657
	Year to date	$11.27	$ 52,098	$ 587
	Year-to-date ratio	108%	103%	111%

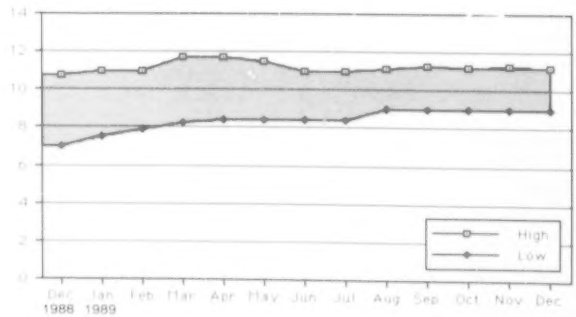
Universal Life

Interest Rates This Month

Median	10.0%
Range	9.0% - 11.2%
Range of middle 50%	9.5% - 10.2%
Number of companies reporting	16
Number of plans reported	37
Number of new plans	0
Number of plans dropped	0
Number of plans showing. . .	
No change	33
Increases	3
Average increase	0.2%
Decreases	1
Average decrease	*

* Less than 1/2 of +0.1 percent

13-Month Interest Rate Range



Contributors' Growth Rates

Change in Annualized Premium

Year to Date

Percent change 1988 - 1989	Number of companies... Group I	Group II	Group III	All
21% or over	1	2	2	5
11% – 20%	1	1	0	2
1% – 10%	5	2	5	12
-9% – 0	3	4	4	11
-19% – -10%	0	2	0	2
-20% or under	0	3	2	5

Total Sales

Revised Through Current Month

	Annualized premium (000)			Face amount (000)			Number of policies		
	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88
January	$ 35,941	$ 35,414	99%	$ 5,288,957	$ 5,234,135	99%	64,864	59,910	92%
February	44,324	43,494	98	6,476,266	6,654,759	103	84,384	75,782	90
March	49,816	48,133	97	7,354,328	7,004,115	95	93,311	80,974	87
April	43,084	46,092	107	6,467,890	6,798,811	105	82,193	79,229	96
May	45,740	49,901	109	6,981,893	7,431,548	106	88,788	85,168	96
June	51,352	53,748	105	7,657,396	7,813,946	102	92,670	85,836	93
July	42,647	43,429	102	6,162,113	6,323,538	103	72,537	68,235	94
August	38,775	41,485	107	5,722,121	5,989,950	105	68,299	63,706	93
September	47,088	44,062	94	6,888,591	6,401,175	93	88,661	75,085	85
October	47,926	48,968	102	7,081,362	7,062,854	100	88,918	81,667	92
November	52,589	54,180	103	7,746,743	7,657,333	99	93,214	85,037	91
December	55,298	56,290	102	8,036,262	7,854,879	98	86,332	79,527	92
Year total	$554,580	$565,196	102%	$81,863,922	$82,227,043	100%	1,004,171	920,156	92%

	Premium per $1,000			Average size policy			Premium per policy		
	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88
January	$ 6.80	$ 6.77	100%	$ 81,539	$ 87,367	107%	$ 554	$ 591	107%
February	6.84	6.54	96	76,748	87,815	114	525	574	109
March	6.77	6.87	101	78,815	86,498	110	534	594	111
April	6.66	6.78	102	78,691	85,812	109	524	582	111
May	6.55	6.71	102	78,636	87,258	111	515	586	114
June	6.71	6.88	103	82,631	91,033	110	554	626	113
July	6.92	6.87	99	84,951	92,673	109	588	636	108
August	6.78	6.93	102	83,780	94,025	112	568	651	115
September	6.84	6.88	101	77,696	85,252	110	531	587	111
October	6.77	6.93	102	79,639	86,484	109	539	600	111
November	6.79	7.08	104	83,107	90,047	108	564	637	113
December	6.88	7.17	104	93,086	98,770	106	641	708	110
Year total	$ 6.77	$ 6.87	101%	$ 81,524	$ 89,362	110%	$ 552	$ 614	111%

December Sales by Size Group

		Annualized premium (000)		Face amount (000)		Number of policies	
		1988	1989	1988	1989	1988	1989
Group I	Month	$ 32,531	$ 35,032	$ 4,246,997	$ 4,599,664	50,078	49,768
	Year to date	$324,805	$340,658	$43,378,232	$46,156,911	602,025	568,308
Group II	Month	$ 17,649	$ 16,081	$ 2,868,409	$ 2,437,180	27,508	21,622
	Year to date	$174,331	$167,661	$28,468,984	$26,551,164	295,413	256,119
Group III	Month	$ 5,118	$ 5,177	$ 920,856	$ 818,035	8,746	8,137
	Year to date	$ 55,444	$ 56,877	$ 10,016,706	$ 9,518,968	106,733	95,729

About the Survey

This survey gives ordinary sales results of a group of companies that report three measures of sales performance — annualized premiums, face amount (volume), and number of policies. From these data, premium per $1,000, average size policy, and premium per policy, as well as trends in those statistics, are derived. Sales results by product are also shown for a subset of the contributing companies.

The definition of new sales excludes revivals, indexed increases, dividend additions, reinsurance acquired, credit insurance (coverage of obligations not exceeding 120 months' duration), and products without insurance (such as annuities and Canadian pension bonds). The data include mass-marketed ordinary business.

The results are based on the experience of 37 companies plus four subsidiary companies operating in Canada. The contributors represent 81 percent of the 1987 Canadian ordinary volume sold and 84 percent of first-year premiums written. The business of these contributors may not represent the industry proportions of participating and nonparticipating policies and of term and permanent insurance sold; therefore, statistics (such as premium per $1,000) derived from the experience of the contributors may not represent the experience of the industry as a whole.

Company corrections are incorporated on a monthly basis to provide contributors with the most up-to-date information.

Contact: Joy I. Hansen, Project Director
Raymond H. Hinchcliffe
Diane M. Couture
—Market Research

Life Insurance Marketing and Research Association, Inc.
P.O. Box 208, Hartford, Connecticut 06141

Contributors

Group I
Canada Life
Great-West Life†
Industrial-Alliance Life†
London Life†
Manufacturers Life†
Metropolitan Life†
(includes Metropolitan Life of Canada)
Mutual Life of Canada†
North American Life (Canada)†
Prudential of America†
Sun Life of Canada†

Group II
Ætna Life of Canada†
Commercial Union Life of Canada
Confederation Life
Co-operators Life
Crown Life†
Imperial Life of Canada
La Laurentienne†
Maritime Life (Canada)†
National Life of Canada
New York Life†
(includes New York Life of Canada)
Prudential of England
(includes Prudential Life of England)
Seaboard Life†
Transamerica Occidental Life†
(includes Transamerica Life of Canada)
Zurich Life of Canada†

Group III
Allstate Life of Canada†
Assumption Mutual Life
Assurance-Vie Desjardins
COLONIA Life†
Equitable Life of Canada†
Financial Life of Canada†
Knights of Columbus†
Laurier Life†
Royal Life (Canada)†
La Sauvegarde†
La Solidarite
State Farm Life†
L'Union-Vie†

The groupings of companies and departments are maintained for five-year periods to allow examination of trends; currently they are based on the sum of first-year and renewal direct-written ordinary life premium income as of December 31, 1986.

† Company is included in product market share chart

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December 1989

SUPPLEMENT TO MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

This supplement shows enhancement policy and permanent term (term to 100) data for companies able to report data separately. Enhancements are included in the "all other permanent" category and permanent term is included in the "term" category in the report. Sales of these two products are published separately on a quarterly basis.

Quarterly Sales of Enhancements and Permanent Term

Enhancement Sales for 9 Companies

	Annualized premium (000)			Face amount (000)			Number of policies		
	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88
First quarter	$ 14,718	$ 13,068	89 %	$ 2,014,800	$ 1,805,533	90 %	25,463	22,326	88 %
Second quarter	16,720	15,192	91	2,268,303	2,108,488	93	29,368	26,389	90
Third quarter	15,186	14,196	93	1,971,339	1,903,576	97	23,713	22,148	93
Fourth quarter	14,825	16,714	113	1,947,425	2,195,050	113	23,915	25,323	106
Year total	$ 61,449	$ 59,170	96 %	$ 8,201,867	$ 8,012,647	98 %	102,459	96,186	94 %

	Premium per $1,000			Average size policy			Premium per policy		
	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88
First quarter	$ 7.30	$ 7.24	99 %	$ 79,127	$ 80,871	102 %	$ 578	$ 585	101 %
Second quarter	7.37	7.21	98	77,237	79,900	103	569	576	101
Third quarter	7.70	7.46	97	83,133	85,948	103	640	641	100
Fourth quarter	7.61	7.61	100	81,431	86,682	106	620	660	106
Year total	$ 7.49	$ 7.38	99 %	$ 80,050	$ 83,304	104 %	$ 600	$ 615	103 %

Enhancements as a Percent of Sales for 9 Companies

Annualized premium		Face amount		Number of policies	
Total 1988	Total 1989	Total 1988	Total 1989	Total 1988	Total 1989
30%	27%	28%	26%	25%	25%

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Permanent Term Sales for 19 Companies

	Annualized premium (000)			Face amount (000)			Number of policies		
	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88
First quarter	$ 6,350	$ 8,848	139 %	$ 1,042,789	$ 1,442,870	138 %	11,426	15,791	138 %
Second quarter	8,147	10,795	133	1,310,647	1,799,838	137	14,230	19,369	136
Third quarter	8,847	10,502	119	1,337,864	1,577,422	118	14,258	16,276	114
Fourth quarter	10,415	10,573	102	1,613,687	1,500,229	93	16,483	16,447	100
Year total	$ 33,759	$ 40,718	121 %	$ 5,304,987	$ 6,320,359	119 %	56,397	67,883	120 %

	Premium per $1,000			Average size policy			Premium per policy		
	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88
First quarter	$ 6.09	$ 6.13	101 %	$ 91,265	$ 91,373	100 %	$ 556	$ 560	101 %
Second quarter	6.22	6.00	96	92,104	92,924	101	573	557	97
Third quarter	6.61	6.66	101	93,833	96,917	103	620	645	104
Fourth quarter	6.45	7.05	109	97,900	91,216	93	632	643	102
Year total	$ 6.36	$ 6.44	101 %	$ 94,065	$ 93,107	99 %	$ 599	$ 600	100 %

Permanent Term as a Percent of Sales for 19 Companies

Annualized premium		Face amount		Number of policies	
Total 1988	Total 1989	Total 1988	Total 1989	Total 1988	Total 1989
13%	15%	12%	14%	11%	14%

Contributing Companies

Assurance-Vie Desjardins*
COLONIA Life*
Commercial Union Life of Canada*
Equitable Life of Canada*†
Financial Life of Canada*
Great-West Life*†
Industrial-Alliance Life*†
Knights of Columbus†
La Laurentienne*†
London Life†
Manufacturers Life*†
Maritime Life (Canada)*
Metropolitan Life*
(includes Metropolitan Life of Canada)
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North American Life (Canada)*
Prudential of England†
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Royal Life (Canada)*
La Sauvegarde*
Seaboard Life*
Sun Life of Canada†
Transamerica Occidental Life*
(includes Transamerica Life of Canada)
L'Union-Vie*
Zurich Life of Canada*

† Company provides enhancement data
* Company provides permanent term data

I/R Code 4.30

December 1989

QUARTERLY SURVEY OF INDIVIDUAL ANNUITIES IN CANADA

Fourth Quarter Sales

Accumulation Annuities

Number of new contracts (17 cos.)	RRSPs (Registered Retirement Savings Plans) 1988	1989	89/88	Nonregistered 1988	1989	89/88
1st quarter	78,716	80,074	102%	8,565	9,625	112%
2nd quarter	24,841	33,088	133	6,600	7,642	116
3rd quarter	17,017	18,458	108	6,261	6,483	104
4th quarter	24,782	24,231	98	9,846	7,539	77
Year to date	145,356	155,851	107%	31,272	31,289	100%
Premiums* (18 cos.)						
1st quarter	$ 784,405,820	$ 970,244,640	124%	$202,474,749	$194,728,873	96%
2nd quarter	354,081,168	528,073,855	149	148,256,379	211,797,678	143
3rd quarter	277,604,147	322,174,617	116	154,394,195	160,267,736	104
4th quarter	360,852,543	371,768,805	103	248,259,210	192,956,852	78
Year to date	$1,776,943,678	$2,192,261,917	123%	$753,384,533	$759,751,138	101%
Number of payments* (9 cos.)						
1st quarter	141,601	162,465	115%	13,401	17,163	128%
2nd quarter	94,035	121,199	129	11,936	16,516	138
3rd quarter	86,884	109,264	126	11,822	15,753	133
4th quarter	93,007	118,408	127	13,413	16,517	123
Year to date	415,527	511,336	123%	50,572	65,949	130%

*New and existing contracts

Payout Annuities — Life

Number of new contracts (18 cos.)	RRSP Income 1988	1989	89/88	Nonregistered 1988	1989	89/88
1st quarter	4,059	3,328	82%	1,052	760	72%
2nd quarter	3,113	3,402	109	807	851	105
3rd quarter	2,308	2,222	96	744	707	95
4th quarter	3,212	2,611	81	1,010	953	94
Year to date	12,692	11,563	91%	3,613	3,271	91%
Premiums (18 cos.)						
1st quarter	$123,322,517	$107,011,359	87%	$ 51,436,608	$33,322,454	65%
2nd quarter	99,935,662	137,195,537	137	31,259,213	35,358,504	113
3rd quarter	85,416,626	84,329,407	99	30,927,133	31,598,005	102
4th quarter	122,002,730	90,998,393	75	39,304,357	46,603,166	119
Year to date	$430,677,535	$419,534,696	97%	$152,927,311	$146,882,129	96%

	RRSP Income by Source					
	Internal transfers			External money		
Premiums (12 cos.)	1988	1989	89/88	1988	1989	89/88
1st quarter	$22,189,134	$18,706,875	84%	$ 56,170,638	$ 55,813,748	99%
2nd quarter	17,583,176	28,291,345	161	44,107,564	45,424,845	103
3rd quarter	11,689,366	16,138,189	138	39,843,097	27,442,426	69
4th quarter	20,184,389	19,806,609	98	62,301,866	35,106,720	56
Year to date	$71,646,065	$82,943,018	116%	$202,423,165	$163,787,739	81%

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Payout Annuities — Certain

Number of new contracts (15 cos.)	RRSP Income 1988	RRSP Income 1989	RRSP Income 89/88	Nonregistered 1988	Nonregistered 1989	Nonregistered 89/88
1st quarter	129	105	81%	783	430	55%
2nd quarter	95	83	87	573	535	93
3rd quarter	63	66	105	401	476	119
4th quarter	77	67	87	503	639	127
Year to date	364	321	88%	2,260	2,080	92%
Premiums (15 cos.)						
1st quarter	$ 4,228,405	$ 3,532,848	84%	$ 35,711,893	$ 21,810,127	61%
2nd quarter	2,675,124	3,356,582	125	28,324,040	25,754,982	91
3rd quarter	2,942,252	2,025,354	69	24,052,254	22,728,985	94
4th quarter	2,962,951	2,583,186	87	24,450,826	34,390,668	141
Year to date	$12,808,732	$11,497,970	90%	$112,539,013	$104,684,762	93%

	RRSP Income by Source: Internal transfers 1988	Internal transfers 1989	Internal transfers 89/88	External money 1988	External money 1989	External money 89/88
Premiums (11 cos.)						
1st quarter	$ 523,652	$ 487,606	93%	$2,937,140	$2,583,046	88%
2nd quarter	722,655	599,141	83	1,659,632	1,948,872	117
3rd quarter	716,558	599,102	84	1,441,556	891,588	62
4th quarter	484,085	486,717	101	2,179,222	1,437,536	66
Year to date	$2,446,950	$2,172,566	89%	$8,217,550	$6,861,142	83%

Registered Retirement Income Funds

	New contracts (15 companies) 1988	New contracts (15 companies) 1989	New contracts (15 companies) 89/88	Premiums (16 companies) 1988	Premiums (16 companies) 1989	Premiums (16 companies) 89/88
1st quarter	2,557	3,916	153%	$ 126,080,802	$199,907,988	159%
2nd quarter	2,185	4,061	186	101,382,419	210,823,804	208
3rd quarter	2,106	2,573	122	106,991,200	151,691,201	142
4th quarter	3,802	2,892	76	207,750,809	153,705,857	74
Year to date	10,650	13,442	126%	$542,205,230	$716,128,850	132%

Contributors

Canada Life
Confederation Life
Crown Life
Great-West Life
Imperial Life of Canada
Industrielle-Alliance Vie
La Laurentienne
London Life
Manufacturers Life
Maritime Life
Metropolitan Life
Mutual Life of Canada
National Life of Canada
New York Life
North American Life (Canada)
Prudential Life of England
Prudential of America
Standard Life (Canada)
State Farm Life
Sun Life of Canada
Transamerica Occidental Life
Zurich Life of Canada

About the Survey

This survey shows the Canadian annuity sales activity of 22 companies. Data listed for previous quarters have been revised to incorporate revisions in company data and to include previously unavailable data.

The data are separated into accumulation and payout annuities. The accumulation section shows the number of payments and premiums on new and existing contracts for RRSP and nonregistered annuities, as well as the number of new contracts. The payout section is divided into life and certain only annuities and registered retirement income funds (RRIFs). New contracts and premiums paid are shown for RRSP income and nonregistered contracts, as well as for RRIFs. The split between internal transfers and external money is shown for companies that are able to provide the source of RRSP income premiums.

Some contributors are unable to provide data for all categories; therefore, each category lists the number of contributors able to provide data.

Contact: Diane M. Couture, project director
-- Market Research

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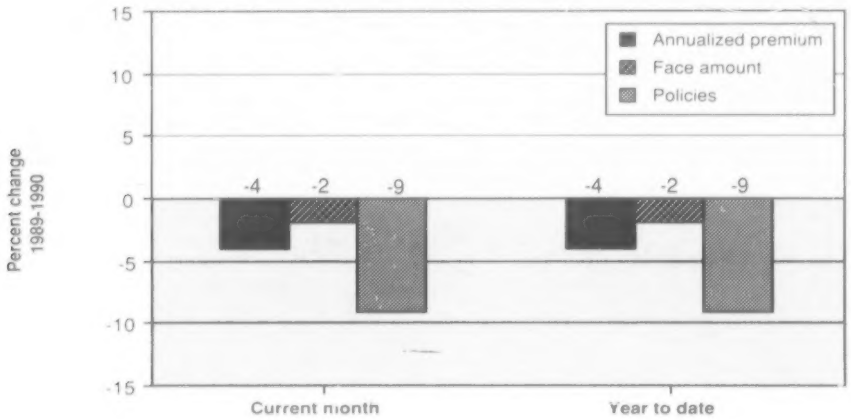
January 1990

MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

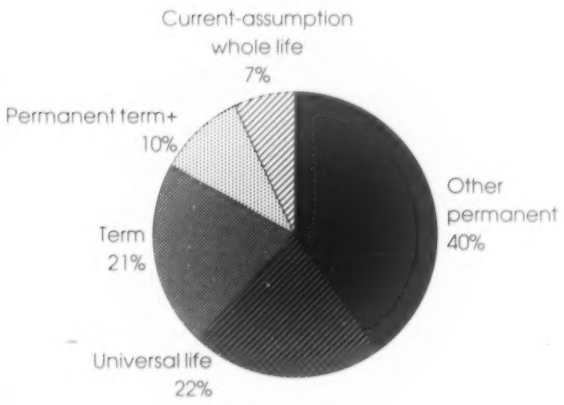
Individual Sales

37 Companies

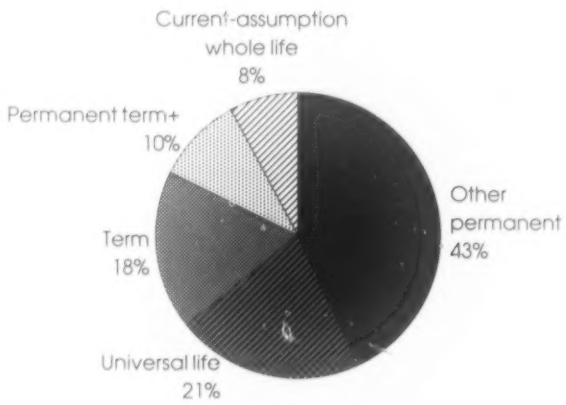


Annualized Premium Market Share by Product

27 Companies Representing 84 Percent of January Sales



Current Month



Prior 12 Months
(January 1989 - December 1989)

+Estimate based on 17 companies

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Sales Comparisons with Last Year

Ratio 1990/1989

		Annualized premiums	Face amount	Number of policies
Permanent term (16 cos.)	Month	116%	127%	126%
	Year to date	116%	127%	126%
All other term (23 cos.)	Month	108%	105%	99%
	Year to date	108%	105%	99%
Universal life (19 cos.)	Month	116%	112%	110%
	Year to date	116%	112%	110%
Current-assumption whole life (11 cos.)	Month	102%	98%	97%
	Year to date	102%	98%	97%
All other permanent (22 cos.)	Month	80%	78%	79%
	Year to date	80%	78%	79%

Policy Characteristics by Product

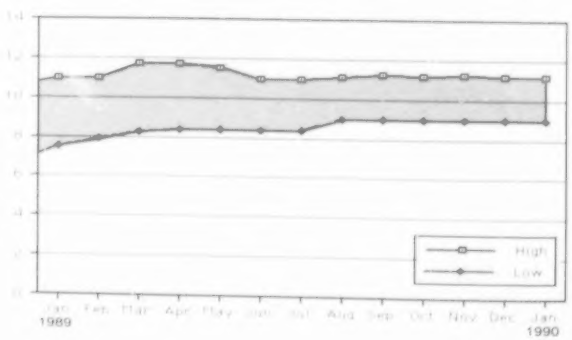
		Premium per $1,000	Average size policy	Premium per policy
Permanent term (16 cos.)	Month	$ 6.94	$ 93,536	$ 650
	Year to date	$ 6.94	$ 93,536	$ 650
	Year-to-date ratio	91%	102%	93%
All other term (23 cos.)	Month	$ 3.00	$ 181,906	$ 546
	Year to date	$ 3.00	$ 181,906	$ 546
	Year-to-date ratio	103%	106%	109%
Universal life (19 cos.)	Month	$ 9.41	$ 98,136	$ 923
	Year to date	$ 9.41	$ 98,136	$ 923
	Year-to-date ratio	104%	102%	106%
Current-assumption whole life (11 cos.)	Month	$ 8.28	$ 43,863	$ 363
	Year to date	$ 8.28	$ 43,863	$ 363
	Year-to-date ratio	105%	101%	106%
All other permanent (22 cos.)	Month	$ 11.63	$ 50,656	$ 589
	Year to date	$ 11.63	$ 50,656	$ 589
	Year-to-date ratio	102%	99%	101%

Universal Life

Interest Rates This Month

Median	10.00%
Range	9.00% - 11.22%
Range of middle 50%	9.50% - 10.25%
Number of companies reporting	16
Number of plans reported	37
Number of new plans	0
Number of plans dropped	0
Number of plans showing. . .	
No change	26
Increases	5
Average increase	0.40%
Decreases	6
Average decrease	0.34%

13-Month Interest Rate Range



Contributors' Growth Rates

Change in Annualized Premium
Year to Date

Percent change 1989 - 1990	Number of companies... Group I	Group II	Group III	All
21% or over	2	3	2	7
11% – 20%	1	1	2	4
1% – 10%	4	3	1	8
-9% – 0	1	0	1	2
-19% – -10%	0	1	6	7
-20% or under	2	5	2	9

Total Sales

Revised Through Current Month

	Annualized premium (000)			Face amount (000)			Number of policies		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
January	$ 34,529	$ 33,081	96%	$ 5,173,770	$ 5,049,955	98%	58,774	53,247	91%
February	42,790			6,591,676			74,736		
March	46,869			6,915,146			79,584		
April	45,223			6,718,409			77,935		
May	48,784			7,344,721			83,447		
June	52,980			7,760,038			84,672		
July	42,498			6,234,823			66,957		
August	40,543			5,931,936			62,712		
September	42,799			6,317,358			73,770		
October	47,856			6,978,122			79,820		
November	53,045			7,567,945			83,425		
December	55,207			7,757,445			78,119		
Year total	$553,123			$81,291,389			903,951		
Year to date	$ 34,529	$ 33,081	96%	$ 5,173,770	$ 5,049,955	98%	58,774	53,247	91%

	Premium per $1,000			Average size policy			Premium per policy		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
January	$ 6.67	$ 6.55	98%	$ 88,028	$ 94,840	108%	$ 587	$ 621	106%
February	6.49			88,199			573		
March	6.78			86,891			589		
April	6.73			86,205			580		
May	6.64			88,017			585		
June	6.83			91,648			626		
July	6.82			93,117			635		
August	6.83			94,590			646		
September	6.77			85,636			580		
October	6.86			87,423			600		
November	7.01			90,716			636		
December	7.12			99,303			707		
Year total	$ 6.80			$ 89,929			$ 612		
Year to date	$ 6.67	$ 6.55	98%	$ 88,028	$ 94,840	108%	$ 587	$ 621	106%

January Sales by Size Group

		Annualized premium (000)		Face amount (000)		Number of policies	
		1989	1990	1989	1990	1989	1990
Group I	Month	$ 19,916	$ 19,765	$ 2,688,800	$ 2,846,876	34,485	33,809
	Year to date	$ 19,916	$ 19,765	$ 2,688,800	$ 2,846,876	34,485	33,809
Group II	Month	$ 10,736	$ 9,652	$ 1,838,113	$ 1,610,516	18,011	13,628
	Year to date	$ 10,736	$ 9,652	$ 1,838,113	$ 1,610,516	18,011	13,628
Group III	Month	$ 3,877	$ 3,664	$ 646,857	$ 592,563	6,278	5,810
	Year to date	$ 3,877	$ 3,664	$ 646,857	$ 592,563	6,278	5,810

About the Survey

This survey gives ordinary sales results of a group of companies that report three measures of sales performance — annualized premiums, face amount (volume), and number of policies. From these data, premium per $1,000, average size policy, and premium per policy, as well as trends in those statistics, are derived. Sales results by product are also shown for a subset of the contributing companies.

The definition of new sales excludes revivals, indexed increases, dividend additions, reinsurance acquired, credit insurance (coverage of obligations not exceeding 120 months' duration), and products without insurance (such as annuities and Canadian pension bonds). The data include mass-marketed ordinary business.

The results are based on the experience of 37 companies plus four subsidiary companies operating in Canada. The contributors represent 79 percent of the 1988 Canadian ordinary volume sold and 82 percent of 1988 first-year collected premiums. Since no industry data are available on total annualized new ordinary premiums, the proportion of annualized premiums represented by these contributors cannot be determined. The business of these contributors may not represent the industry proportions of participating and nonparticipating policies and of term and permanent insurance sold; therefore, statistics (such as premium per $1,000) derived from the experience of the contributors may not represent the experience of the industry as a whole.

Company corrections are incorporated on a monthly basis to provide contributors with the most up-to-date information.

Contact: Joy I. Hansen, Project Director
Darlene A. Schnittker
Raymond H. Hinchcliffe
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—Market Research

Life Insurance Marketing and Research Association, Inc.
P.O. Box 208, Hartford, Connecticut 06141

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La Sauvegarde†
La Solidarite
State Farm Life†
L'Union-Vie†

The groupings of companies and departments are maintained for five-year periods to allow examination of trends; currently they are based on the sum of first-year and renewal direct-written ordinary life premium income as of December 31, 1986.

† Company is included in product market share chart

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I/R Code 47.40
January 1990

SUPPLEMENT TO MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

The following tables show Quebec sales activity for 20 companies. The contributors represent 64 percent of the 1988 Quebec ordinary volume sold.

New Individual Life Sales In Quebec

	Annualized premium (000)			Face amount (000)			Number of policies		
	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88	1988	1989	Ratio 89/88
First half	$ 54,426	$ 53,900	99%	$ 9,161,535	$ 8,473,435	92%	146,633	128,324	88%
Second half	64,200	61,516	96	10,710,008	9,566,838	89	154,710	133,104	86
Year total	$118,626	$115,416	97%	$19,871,543	$18,040,273	91%	301,343	261,428	87%

	Premium per $1,000		Average size policy		Premium per policy	
	Total 1988	Total 1989	Total 1988	Total 1989	Total 1987	Total 1988
Quebec	$5.97	$6.40	$65,943	$ 69,007	$394	$441
Non-Quebec	$7.01	$6.92	$90,692	$100,703	$636	$697

Quebec Market Share of Total Sales (20 companies)

Annualized premium		Face amount		Number of policies	
Total 1988	Total 1989	Total 1988	Total 1989	Total 1988	Total 1989
34%	32%	37%	34%	45%	43%

Contributing Companies

Assurance-Vie Desjardins
Canada Life
Commercial Union Life of Canada
Confederation Life
Crown Life
Financial Life of Canada
Industrial-Alliance Life
La Laurentienne
London Life
Manufacturers Life
Metropolitan Life (includes Metropolitan Life of Canada)
New York Life (includes New York Life of Canada)
North American Life (Canada)
La Sauvegarde
La Solidarite
Sovereign Life (Canada)
Sun Life of Canada
Transamerica Occidental Life (includes Transamerica Life of Canada)
L'Union-Vie
Zurich Life of Canada

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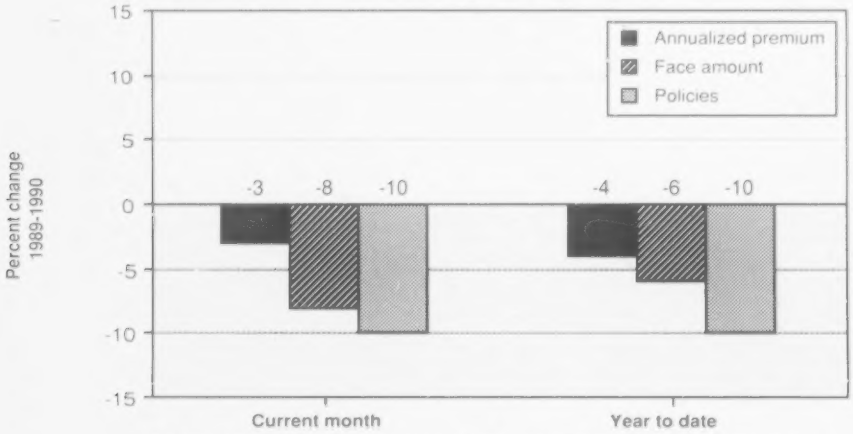
I/R Code 47.40
February 1990

MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

Individual Sales

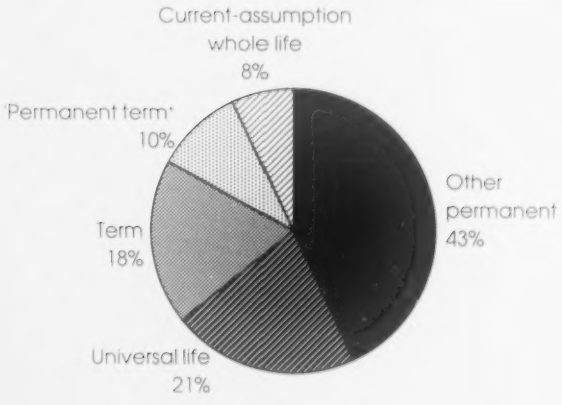
36* Companies



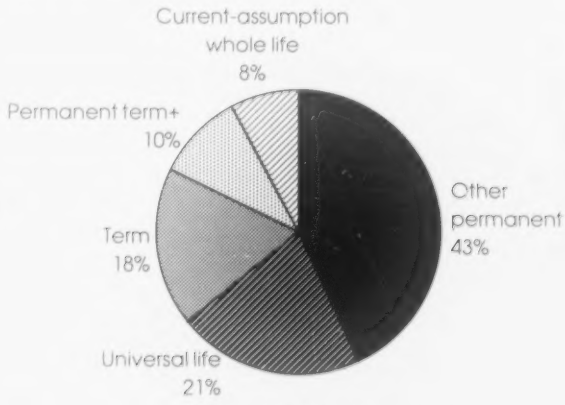
* Aetna Life of Canada is no longer able to participate. All back data have been revised to reflect this change.

Annualized Premium Market Share by Product

27 Companies Representing 85 Percent of February Sales



Current Month



Prior 12 Months
(February 1989 - January 1990)

* Estimate based on 17 companies

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Sales Comparisons with Last Year

Ratio 1990/1989

		Annualized premiums	Face amount	Number of policies
Permanent term (16 cos.)	Month	118%	109%	104%
	Year to date	118%	119%	113%
All other term (22 cos.)	Month	99%	91%	92%
	Year to date	103%	97%	95%
Universal life (18 cos.)	Month	108%	118%	107%
	Year to date	110%	113%	107%
Current-assumption whole life (10 cos.)	Month	96%	91%	90%
	Year to date	98%	92%	92%
All other permanent (22 cos.)	Month	86%	83%	85%
	Year to date	83%	80%	82%

Policy Characteristics by Product

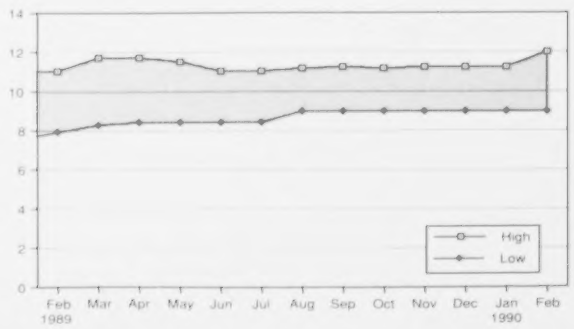
		Premium per $1,000	Average size policy	Premium per policy
Permanent term (16 cos.)	Month	$ 7.10	$ 93,705	$ 665
	Year to date	$ 6.89	$ 95,654	$ 659
	Year-to-date ratio	99%	106%	104%
All other term (22 cos.)	Month	$ 2.98	$ 182,775	$ 545
	Year to date	$ 3.00	$ 181,604	$ 546
	Year-to-date ratio	106%	102%	108%
Universal life (18 cos.)	Month	$ 8.40	$ 96,962	$ 814
	Year to date	$ 8.88	$ 96,262	$ 854
	Year-to-date ratio	97%	105%	102%
Current-assumption whole life (10 cos.)	Month	$ 8.38	$ 41,127	$ 344
	Year to date	$ 8.40	$ 41,973	$ 353
	Year-to-date ratio	106%	100%	106%
All other permanent (22 cos.)	Month	$ 11.28	$ 52,103	$ 588
	Year to date	$ 11.48	$ 50,936	$ 585
	Year-to-date ratio	104%	98%	101%

Universal Life

Interest Rates This Month

Median	10.12%
Range	9.00% - 12.00%
Range of middle 50%	10.00% - 10.90%
Number of companies reporting	15
Number of plans reported	35
Number of new plans	0
Number of plans dropped	0
Number of plans showing. . .	
No change	16
Increases	16
Average increase	0.74%
Decreases	3
Average decrease	0.50%

13-Month Interest Rate Range



Contributors' Growth Rates

Change in Annualized Premium

Year to Date

Percent change 1989 - 1990	Number of companies... Group I	Group II	Group III	All
21% or over	2	1	2	5
11% – 20%	0	0	2	2
1% – 10%	5	3	4	12
-9% – 0	1	1	3	5
-19% – -10%	0	3	2	5
-20% or under	2	4	1	7

Total Sales

Revised Through Current Month

	Annualized premium (000)			Face amount (000)			Number of policies		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
January	$ 34,197	$ 32,306	94%	$ 5,095,609	$ 4,915,772	96%	58,199	52,369	90%
February	42,350	40,928	97	6,520,633	5,991,858	92	74,196	66,625	90
March	46,392			6,806,657			78,754		
April	44,845			6,637,598			77,283		
May	48,363			7,259,589			82,777		
June	52,521			7,662,324			83,933		
July	41,948			6,134,457			66,348		
August	39,880			5,802,618			61,991		
September	42,162			6,217,429			73,189		
October	47,343			6,876,388			79,154		
November	52,325			7,445,000			82,665		
December	54,257			7,586,924			77,177		
Year total	$546,583			$80,045,226			895,666		
Year to date	$ 76,547	$ 73,234	96%	$11,616,242	$10,907,630	94%	132,395	118,994	90%

	Premium per $1,000			Average size policy			Premium per policy		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
January	$ 6.71	$ 6.57	98%	$ 87,555	$ 93,868	107%	$ 588	$ 617	105%
February	6.49	6.83	105	87,884	89,934	102	571	614	108
March	6.82			86,429			589		
April	6.76			85,887			580		
May	6.66			87,701			584		
June	6.85			91,291			626		
July	6.84			92,459			632		
August	6.87			93,604			643		
September	6.78			84,950			576		
October	6.88			86,874			598		
November	7.03			90,062			633		
December	7.15			98,306			703		
Year total	$ 6.83			$ 89,370			$ 610		
Year to date	$ 6.59	$ 6.71	102%	$ 87,739	$ 91,665	104%	$ 578	$ 615	106%

February Sales by Size Group

		Annualized premium (000)		Face amount (000)		Number of policies	
		1989	1990	1989	1990	1989	1990
Group I	Month	$ 26,391	$ 26,886	$ 3,692,618	$ 3,660,498	46,554	44,399
	Year to date	$ 46,307	$ 46,651	$ 6,381,418	$ 6,507,374	81,039	78,208
Group II	Month	$ 11,691	$ 9,618	$ 2,100,522	$ 1,650,121	20,049	14,847
	Year to date	$ 22,095	$ 18,467	$ 3,860,474	$ 3,126,454	37,485	27,597
Group III	Month	$ 4,268	$ 4,424	$ 727,493	$ 681,239	7,593	7,379
	Year to date	$ 8,145	$ 8,116	$ 1,374,350	$ 1,273,802	13,871	13,189

About the Survey

This survey gives ordinary sales results of a group of companies that report three measures of sales performance — annualized premiums, face amount (volume), and number of policies. From these data, premium per $1,000, average size policy, and premium per policy, as well as trends in those statistics, are derived. Sales results by product are also shown for a subset of the contributing companies.

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Company corrections are incorporated on a monthly basis to provide contributors with the most up-to-date information.

Contact: Joy I. Hansen, Project Director
Darlene A. Schnittker
Raymond H. Hinchcliffe
Diane M. Couture
—Market Research

Life Insurance Marketing and
Research Association, Inc.
P.O. Box 208, Hartford, Connecticut 06141

Contributors

Group I
Canada Life
Great-West Life†
Industrial-Alliance Life†
London Life†
Manufacturers Life†
Metropolitan Life†
(includes Metropolitan Life of Canada)
Mutual Life of Canada†
North American Life (Canada)†
Prudential of America†
Sun Life of Canada†

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(includes New York Life of Canada)
Prudential of England
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Seaboard Life†
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Zurich Life of Canada†

Group III
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Assurance-Vie Desjardins
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Equitable Life of Canada†
Financial Life of Canada†
Knights of Columbus†
Laurier Life†
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† Company is included in product market share chart

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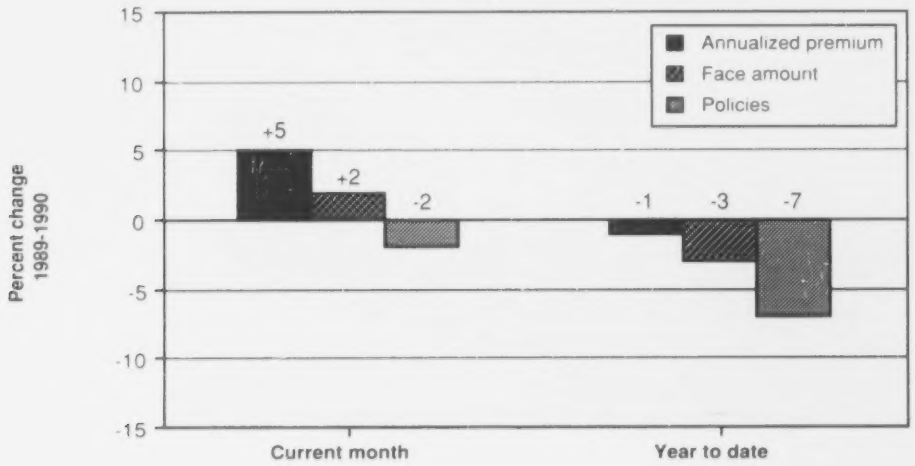
March 1990

MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

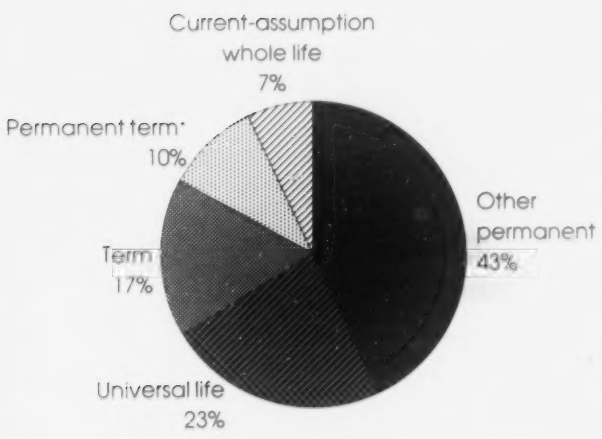
Individual Sales

36 Companies

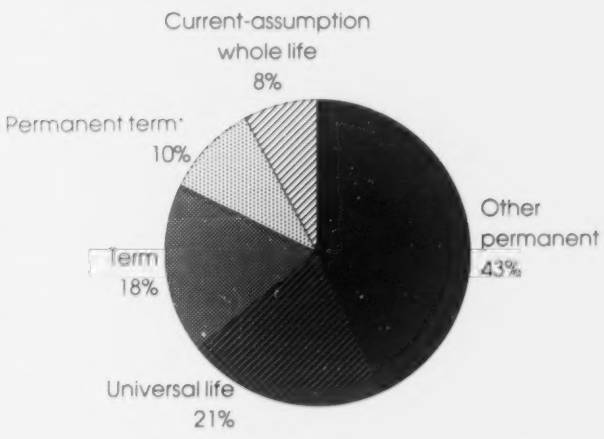


Annualized Premium Market Share by Product

27 Companies Representing 83 Percent of March Sales



Current Month



Prior 12 Months
(March 1989 - February 1990)

* Estimate based on 17 companies

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Sales Comparisons with Last Year

Ratio 1990/1989

		Annualized premiums	Face amount	Number of policies
Permanent term (16 cos.)	Month	122%	123%	117%
	Year to date	118%	119%	113%
All other term (22 cos.)	Month	106%	105%	107%
	Year to date	104%	99%	99%
Universal life (18 cos.)	Month	122%	129%	122%
	Year to date	115%	119%	113%
Current-assumption whole life (10 cos.)	Month	104%	101%	102%
	Year to date	100%	96%	96%
All other permanent (22 cos.)	Month	92%	89%	80%
	Year to date	86%	83%	80%

Policy Characteristics by Product

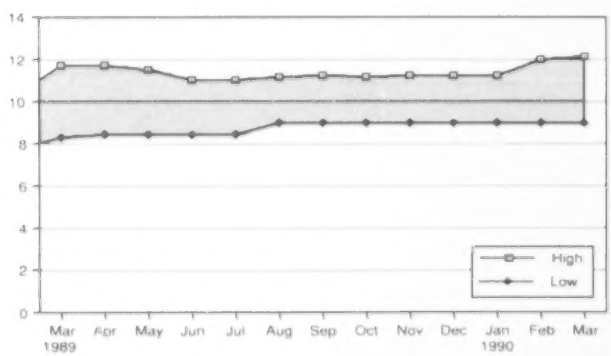
		Premium per $1,000	Average size policy	Premium per policy
Permanent term (16 cos.)	Month	$ 6.81	$ 93,417	$ 636
	Year to date	$ 6.88	$ 94,679	$ 651
	Year-to-date ratio	99%	105%	104%
All other term (22 cos.)	Month	$ 3.00	$ 172,270	$ 517
	Year to date	$ 3.01	$ 178,050	$ 535
	Year-to-date ratio	105%	100%	104%
Universal life (18 cos.)	Month	$ 8.85	$ 98,113	$ 868
	Year to date	$ 8.87	$ 97,143	$ 862
	Year-to-date ratio	96%	105%	101%
Current-assumption whole life (10 cos.)	Month	$ 8.06	$ 40,672	$ 328
	Year to date	$ 8.26	$ 41,443	$ 342
	Year-to-date ratio	105%	100%	104%
All other permanent (22 cos.)	Month	$ 11.28	$ 54,826	$ 618
	Year to date	$ 11.42	$ 52,644	$ 601
	Year-to-date ratio	104%	103%	107%

Universal Life

Interest Rates This Month

Median	10.75%
Range	9.00% - 12.13%
Range of middle 50%	10.00% - 11.44%
Number of companies reporting	14
Number of plans reported	32
Number of new plans	0
Number of plans dropped	0
Number of plans showing...	
No change	15
Increases	17
Average increase	0.63%
Decreases	0
Average decrease	--

13-Month Interest Rate Range



Contributors' Growth Rates

Change in Annualized Premium
Year to Date

Percent change 1989 - 1990	Number of companies... Group I	Group II	Group III	All
21% or over	1	1	1	3
11% – 20%	2	1	4	7
1% – 10%	5	2	4	11
-9% – 0	1	1	3	5
-19% – -10%	1	4	1	6
-20% or under	0	3	1	4

Total Sales

Revised Through Current Month

	Annualized premium (000)			Face amount (000)			Number of policies		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
January	$ 34,197	$ 32,640	95%	$ 5,095,609	$ 4,954,628	97%	58,199	52,553	90%
February	42,350	40,793	96	6,520,633	5,958,543	91	74,196	66,214	89
March	46,392	48,712	105	6,806,657	6,955,433	102	78,754	77,225	98
April	44,845			6,637,598			77,283		
May	48,363			7,259,589			82,777		
June	52,521			7,662,324			83,933		
July	41,948			6,134,457			66,348		
August	39,880			5,802,618			61,991		
September	42,162			6,217,429			73,189		
October	47,343			6,876,388			79,154		
November	52,325			7,445,000			82,665		
December	54,257			7,586,924			77,177		
Year total	$546,583			$80,045,226			895,666		
Year to date	$122,939	$122,145	99%	$18,422,899	$17,868,604	97%	211,149	195,992	93%

	Premium per $1,000			Average size policy			Premium per policy		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
January	$ 6.71	$ 6.59	98%	$ 87,555	$ 94,279	108%	$ 588	$ 621	106%
February	6.49	6.85	106	87,884	89,989	102	571	616	108
March	6.82	7.00	103	86,429	90,067	104	589	631	107
April	6.76			85,887			580		
May	6.66			87,701			584		
June	6.85			91,291			626		
July	6.84			92,459			632		
August	6.87			93,604			643		
September	6.78			84,950			576		
October	6.88			86,874			598		
November	7.03			90,062			633		
December	7.15			98,306			703		
Year total	$ 6.83			$ 89,370			$ 610		
Year to date	$ 6.67	$ 6.84	103%	$ 87,251	$ 91,170	104%	$ 582	$ 623	107%

March Sales by Size Group

		Annualized premium (000)		Face amount (000)		Number of policies	
		1989	1990	1989	1990	1989	1990
Group I	Month	$ 28,274	$ 31,960	$ 3,773,646	$ 4,306,874	47,813	51,130
	Year to date	$ 74,581	$ 78,904	$ 10,155,064	$ 10,830,949	128,852	129,561
Group II	Month	$ 12,998	$ 11,776	$ 2,150,698	$ 1,844,618	21,472	17,499
	Year to date	$ 35,093	$ 30,149	$ 6,011,172	$ 4,959,912	58,957	44,646
Group III	Month	$ 5,120	$ 4,976	$ 882,313	$ 803,941	9,469	8,596
	Year to date	$ 13,265	$ 13,092	$ 2,256,663	$ 2,077,743	23,340	21,785

About the Survey

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Contact: Joy I. Hansen, Project Director
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—Market Research

Life Insurance Marketing and
Research Association, Inc.
P.O. Box 208, Hartford, Connecticut 06141

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† Company is included in product market share chart

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March 1990

SUPPLEMENT TO MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

Quarterly Sales of Enhancements for 10 Companies

This supplement shows enhancement policy data for companies able to report data separately. Enhancements are included in the "all other permanent" category in the report. Sales of this product are published separately on a quarterly basis.

	Annualized premium (000)			Face amount (000)			Number of policies		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
First quarter	$ 13,119	$ 14,500	111 %	$ 1,812,360	$ 1,896,420	105 %	22,412	22,586	101 %
Second quarter	15,276			2,120,650			26,525		
Third quarter	14,313			1,918,392			22,276		
Fourth quarter	16,788			2,203,605			25,427		
Year total	$ 59,496			$ 8,055,007			96,640		

	Premium per $1,000			Average size policy			Premium per policy		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
First quarter	$ 7.24	$ 7.65	106 %	$ 80,866	$ 83,964	104 %	$ 585	$ 642	110 %
Second quarter	7.20			79,949			576		
Third quarter	7.46			86,119			643		
Fourth quarter	7.62			86,664			660		
Year total	$ 7.39			$ 83,351			$ 616		

Enhancements as a Percent of Sales for 10 Companies

Annualized premium		Face amount		Number of policies	
Total 1989	Jan.- Mar. 1990	Total 1989	Jan.- Mar. 1990	Total 1989	Jan.- Mar. 1990
27%	28%	26%	26%	24%	25%

Contributing Companies

Equitable Life of Canada
Great-West Life
Industrial-Alliance Life
Knights of Columbus
La Laurentienne
London Life
Manufacturers Life
Prudential of England
Sovereign Life
Sun Life of Canada

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March 1990

QUARTERLY SURVEY OF INDIVIDUAL ANNUITIES IN CANADA

First Quarter Sales

Accumulation Annuities

Number of new contracts (18 cos.)	RRSPs (Registered Retirement Savings Plans) 1989	1990	90/89	Nonregistered 1989	1990	90/89
1st quarter	82,435	88,941	108%	10,066	9,385	93%
2nd quarter	33,919			8,123		
3rd quarter	19,011			6,769		
4th quarter	24,817			7,879		
Year to date	82,435	88,941	108%	10,066	9,385	93%
Premiums* (19 cos.)						
1st quarter	$ 1,001,902,905	$ 1,031,649,982	103%	$194,346,809	$201,469,525	104%
2nd quarter	544,376,064			208,327,553		
3rd quarter	337,682,202			158,874,537		
4th quarter	387,488,287			191,871,038		
Year to date	$1,001,902,905	$1,031,649,982	103%	$194,346,809	$201,469,525	104%
Number of payments* (11 cos.)						
1st quarter	218,693	222,501	102%	21,056	23,436	111%
2nd quarter	158,855			20,643		
3rd quarter	145,229			19,418		
4th quarter	156,779			20,614		
Year to date	218,693	222,501	102%	21,056	23,436	111%

*New and existing contracts

Payout Annuities — Life

Number of new contracts (19 cos.)	RRSP Income 1989	1990	90/89	Nonregistered 1989	1990	90/89
1st quarter	3,431	3,360	98%	770	909	118%
2nd quarter	3,481			866		
3rd quarter	2,287			712		
4th quarter	2,656			987		
Year to date	3,431	3,360	98%	770	909	118%
Premiums (21 cos.)						
1st quarter	$123,850,854	$131,707,941	106%	$ 50,434,035	$60,025,867	119%
2nd quarter	162,782,361			52,238,798		
3rd quarter	101,607,361			50,222,626		
4th quarter	111,541,321			74,224,527		
Year to date	$123,850,854	$131,707,941	106%	$50,434,035	$60,025,867	119%

	RRSP Income by Source					
	Internal transfers			External money		
Premiums (14 cos.)	1989	1990	90/89	1989	1990	90/89
1st quarter	$29,295,323	$35,351,334	121%	$ 61,662,361	$ 45,226,809	73%
2nd quarter	38,098,994			51,522,911		
3rd quarter	22,995,099			35,030,959		
4th quarter	27,953,709			43,959,334		
Year to date	$29,295,323	$35,351,334	121%	$61,662,361	$45,226,809	73%

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Payout Annuities — Certain

Number of new contracts (17 cos.)	RRSP Income 1989	1990	90/89	Nonregistered 1989	1990	90/89
1st quarter	121	131	108%	473	656	139%
2nd quarter	100			592		
3rd quarter	73			511		
4th quarter	70			699		
Year to date	121	131	108%	473	656	139%
Premiums (19 cos.)						
1st quarter	$ 6,165,263	$ 5,430,561	88%	$ 30,835,276	$ 53,019,795	172%
2nd quarter	4,703,409			33,257,524		
3rd quarter	3,532,192			33,643,336		
4th quarter	3,722,523			46,455,884		
Year to date	$6,165,263	$5,430,561	88%	$30,835,276	$53,019,795	172%

	RRSP Income by Source					
	Internal transfers			External money		
Premiums (13 cos.)	1989	1990	90/89	1989	1990	90/89
1st quarter	$ 637,645	$ 1,377,948	216%	$2,757,046	$1,499,130	54%
2nd quarter	644,141			2,218,872		
3rd quarter	874,102			1,196,143		
4th quarter	820,717			1,802,536		
Year to date	$637,645	$1,377,948	216%	$2,757,046	$1,499,130	54%

Registered Retirement Income Funds

	New contracts (15 companies) 1989	1990	90/89	Premiums (16 companies) 1989	1990	90/89
1st quarter	3,916	4,288	109%	$ 199,907,988	$215,900,051	108%
2nd quarter	4,061			210,823,804		
3rd quarter	2,573			151,691,201		
4th quarter	2,892			153,705,857		
Year to date	3,916	4,288	109%	$199,907,988	$215,900,051	108%

Contributors

Canada Life
Confederation Life
Crown Life
Great-West Life
Imperial Life of Canada
Industrielle-Alliance Vie
La Laurentienne
London Life
Manufacturers Life
Maritime Life
Metropolitan Life
Mutual Life of Canada
National Life of Canada
New York Life
North American Life (Canada)
Prudential Life of England
Prudential of America
Standard Life (Canada)
State Farm Life
Sun Life of Canada
Transamerica Occidental Life
Zurich Life of Canada

About the Survey

This survey shows the Canadian annuity sales activity of 22 companies. Data listed for previous quarters have been revised to incorporate revisions in company data and to include previously unavailable data.

The data are separated into accumulation and payout annuities. The accumulation section shows the number of payments and premiums on new and existing contracts for RRSP and nonregistered annuities, as well as the number of new contracts. The payout section is divided into life and certain only annuities and registered retirement income funds (RRIFs). New contracts and premiums paid are shown for RRSP income and nonregistered contracts, as well as for RRIFs. The split between internal transfers and external money is shown for companies that are able to provide the source of RRSP income premiums.

Some contributors are unable to provide data for all categories; therefore, each category lists the number of contributors able to provide data.

Contact: Diane M. Couture, project director
-- Market Research

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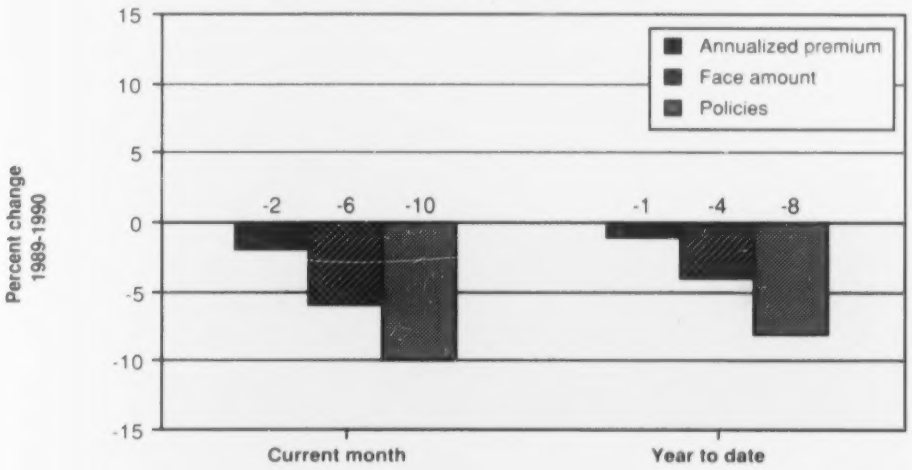
I/R Code 47.40
April 1990

MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

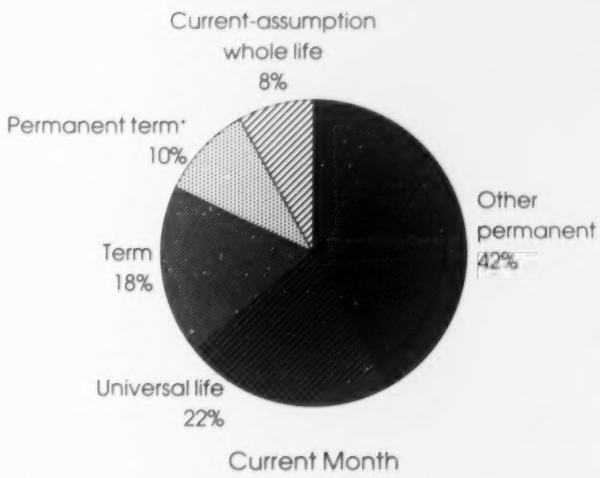
Individual Sales

36 Companies

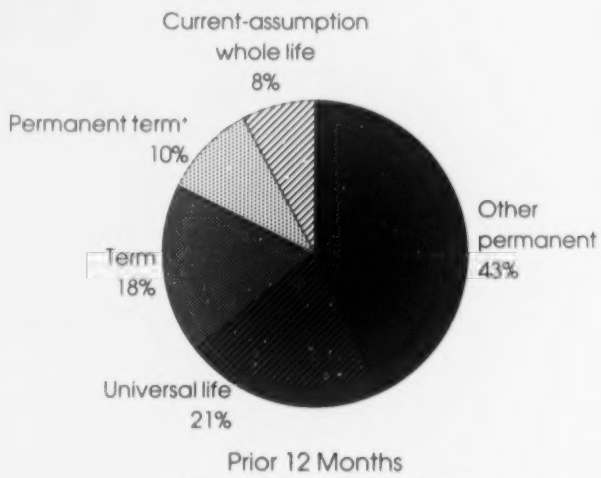


Annualized Premium Market Share by Product

27 Companies Representing 82 Percent of April Sales



Current Month



Prior 12 Months
(April 1989 - March 1990)

* Estimate based on 17 companies

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Sales Comparisons with Last Year

Ratio 1990/1989

		Annualized premiums	Face amount	Number of policies
Permanent term (16 cos.)	Month	116%	107%	110%
	Year to date	118%	116%	112%
All other term (22 cos.)	Month	97%	97%	97%
	Year to date	102%	98%	98%
Universal life (19 cos.)	Month	105%	110%	107%
	Year to date	113%	118%	113%
Current-assumption whole life (10 cos.)	Month	92%	99%	99%
	Year to date	98%	97%	97%
All other permanent (22 cos.)	Month	83%	80%	75%
	Year to date	85%	82%	79%

Policy Characteristics by Product

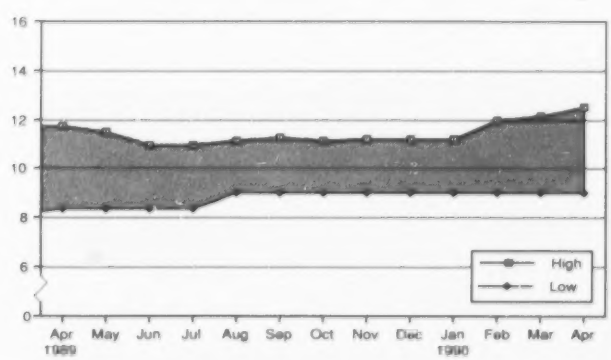
		Premium per $1,000	Average size policy	Premium per policy
Permanent term (16 cos.)	Month	$ 7.17	$ 86,242	$ 619
	Year to date	$ 6.95	$ 92,465	$ 643
	Year-to-date ratio	101%	103%	105%
All other term (22 cos.)	Month	$ 2.96	$ 175,186	$ 519
	Year to date	$ 2.99	$ 177,292	$ 531
	Year-to-date ratio	103%	100%	104%
Universal life (19 cos.)	Month	$ 9.02	$ 96,946	$ 874
	Year to date	$ 8.90	$ 96,997	$ 863
	Year-to-date ratio	96%	105%	100%
Current-assumption whole life (10 cos.)	Month	$ 8.12	$ 40,397	$ 328
	Year to date	$ 8.22	$ 41,143	$ 338
	Year-to-date ratio	101%	100%	101%
All other permanent (22 cos.)	Month	$ 11.51	$ 54,003	$ 622
	Year to date	$ 11.44	$ 52,987	$ 606
	Year-to-date ratio	103%	104%	107%

Universal Life

Interest Rates This Month

Median	11.00%
Range	9.00% - 12.52%
Range of middle 50%	10.25% - 11.65%
Number of companies reporting	15
Number of plans reported	39
Number of new plans	0
Number of plans dropped	0
Number of plans showing. . .	
No change	24
Increases	15
Average increase	0.45%
Decreases	0
Average decrease	--

13-Month Interest Rate Range



Contributors' Growth Rates

Change in Annualized Premium

Year to Date

Percent change 1989 - 1990	Number of companies... Group I	Group II	Group III	All
21% or over	0	2	2	4
11% – 20%	**3**	**1**	**2**	**6**
1% – 10%	4	2	7	13
-9% – 0	**2**	**2**	**1**	**5**
-19% – -10%	0	2	1	3
-20% or under	**1**	**3**	**1**	**5**

Total Sales

Revised Through Current Month

	Annualized premium (000)			Face amount (000)			Number of policies		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
January	$ 34,196	$ 32,640	95%	$ 5,095,609	$ 4,954,628	97%	58,199	52,553	90%
February	42,351	40,796	96	6,520,633	5,959,571	91	74,196	66,221	89
March	46,392	48,923	105	6,806,657	6,983,001	103	78,754	77,551	98
April	44,845	43,736	98	6,637,598	6,260,044	94	77,283	69,524	90
May	48,364			7,259,589			82,777		
June	52,527			7,668,284			83,947		
July	41,955			6,135,231			66,361		
August	39,883			5,802,971			61,999		
September	42,172			6,218,592			73,203		
October	47,349			6,876,989			78,912		
November	52,337			7,445,691			82,674		
December	54,267			7,587,966			77,191		
Year total	$546,638			$80,055,810			895,496		
Year to date	$167,784	$166,095	99%	$25,060,497	$24,157,244	96%	288,432	265,849	92%

	Premium per $1,000			Average size policy			Premium per policy		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
January	$ 6.71	$ 6.59	98%	$ 87,555	$ 94,279	108%	$ 588	$ 621	106%
February	6.49	6.85	106	87,884	89,995	102	571	616	108
March	6.82	7.01	103	86,429	90,044	104	589	631	107
April	6.76	6.99	103	85,887	90,041	105	580	629	108
May	6.66			87,701			584		
June	6.85			91,347			626		
July	6.84			92,452			632		
August	6.87			93,598			643		
September	6.78			84,950			576		
October	6.89			87,148			600		
November	7.03			90,061			633		
December	7.15			98,301			703		
Year total	$ 6.83			$ 89,398			$ 610		
Year to date	$ 6.70	$ 6.88	103%	$ 86,885	$ 90,868	105%	$ 582	$ 625	107%

April Sales by Size Group

		Annualized premium (000)		Face amount (000)		Number of policies	
		1989	1990	1989	1990	1989	1990
Group I	Month	$ 27,474	$ 26,514	$ 3,685,539	$ 3,641,554	47,107	44,716
	Year to date	$102,055	$105,418	$13,840,603	$14,472,504	175,959	174,277
Group II	Month	$ 12,624	$ 12,664	$ 2,156,597	$ 1,949,852	21,952	17,637
	Year to date	$ 47,717	$ 43,043	$ 8,167,769	$ 6,938,359	80,909	62,616
Group III	Month	$ 4,747	$ 4,558	$ 795,462	$ 668,638	8,224	7,171
	Year to date	$ 18,012	$ 17,634	$ 3,052,125	$ 2,746,381	31,564	28,956

About the Survey

This survey gives ordinary sales results of a group of companies that report three measures of sales performance — annualized premiums, face amount (volume), and number of policies. From these data, premium per $1,000, average size policy, and premium per policy, as well as trends in those statistics, are derived. Sales results by product are also shown for a subset of the contributing companies.

The definition of new sales excludes revivals, indexed increases, dividend additions, reinsurance acquired, credit insurance (coverage of obligations not exceeding 120 months' duration), and products without insurance (such as annuities and Canadian pension bonds). The data include mass-marketed ordinary business.

The results are based on the experience of 36 companies plus four subsidiary companies operating in Canada. The contributors represent 78 percent of the 1988 Canadian ordinary volume sold and 80 percent of 1988 first-year collected premiums. Since no industry data are available on total annualized new ordinary premiums, the proportion of annualized premiums represented by these contributors cannot be determined. The business of these contributors may not represent the industry proportions of participating and nonparticipating policies and of term and permanent insurance sold; therefore, statistics (such as premium per $1,000) derived from the experience of the contributors may not represent the experience of the industry as a whole.

Company corrections are incorporated on a monthly basis to provide contributors with the most up-to-date information.

Contact: Joy I. Hansen, Project Director
Darlene A. Schnittker
Raymond H. Hinchcliffe
Diane M. Couture
—Market Research

Life Insurance Marketing and
Research Association, Inc.
P.O. Box 208, Hartford, Connecticut 06141

Contributors

Group I
Canada Life
Great-West Life†
Industrial-Alliance Life†
London Life†
Manufacturers Life†
Metropolitan Life†
(includes Metropolitan Life of Canada)
Mutual Life of Canada†
North American Life (Canada)†
Prudential of America†
Sun Life of Canada†

Group II
Commercial Union Life of Canada
Confederation Life
Co-operators Life
Crown Life†
La Laurentienne†
National Life of Canada
New York Life†
(includes New York Life of Canada)
Prudential of England
(includes Prudential Life of England)
Seaboard Life†
Sovereign Life (Canada)†
Transamerica Occidental Life†
(includes Transamerica Life of Canada)
Zurich Life of Canada†

Group III
Allstate Life of Canada†
Assumption Mutual Life
Assurance-Vie Desjardins
COLONIA Life†
Equitable Life of Canada†
Financial Life of Canada†
Knights of Columbus†
Laurier Life†
Lutheran Life of Canada†
Royal Life (Canada)†
La Sauvegarde†
La Solidarite
State Farm Life†
L'Union-Vie†

The groupings of companies and departments are maintained for five-year periods to allow examination of trends; currently they are based on the sum of first-year and renewal direct-written ordinary life premium income as of December 31, 1986.

† Company is included in product market share chart

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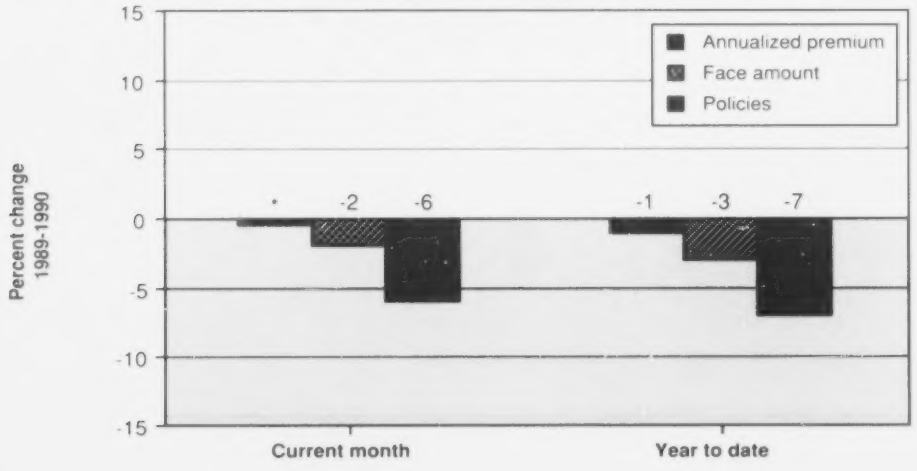
May 1990

MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

Individual Sales

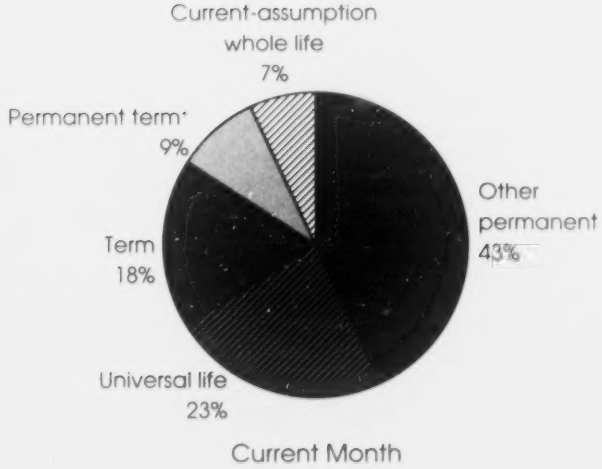
36 Companies



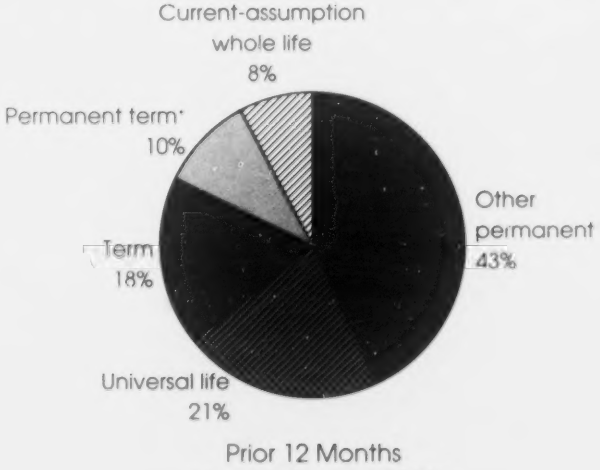
* less than 1/2 of 1 percent

Annualized Premium Market Share by Product

26 Companies Representing 81 Percent of May Sales



Current Month



Prior 12 Months
(May 1989 - April 1990)

* Estimate based on 16 companies

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Sales Comparisons with Last Year

Ratio 1990/1989

		Annualized premiums	Face amount	Number of policies
Permanent term (15 cos.)	Month	108%	103%	101%
	Year to date	115%	113%	109%
All other term (21 cos.)	Month	104%	105%	102%
	Year to date	102%	99%	97%
Universal life (18 cos.)	Month	121%	121%	122%
	Year to date	115%	119%	115%
Current-assumption whole life (10 cos.)	Month	94%	98%	96%
	Year to date	97%	98%	97%
All other permanent (21 cos.)	Month	92%	90%	86%
	Year to date	87%	85%	81%

Policy Characteristics by Product

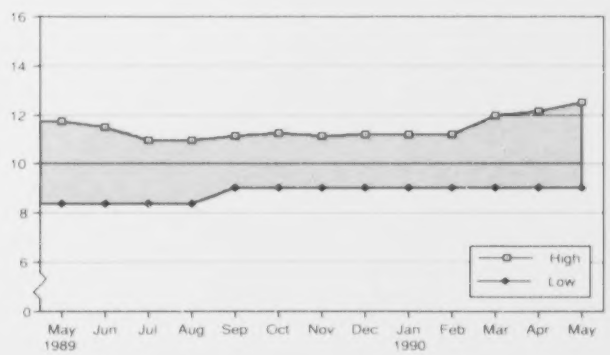
		Premium per $1,000	Average size policy	Premium per policy
Permanent term (15 cos.)	Month	$ 7.29	$ 86,869	$ 633
	Year to date	$ 7.02	$ 91,193	$ 640
	Year-to-date ratio	102%	103%	105%
All other term (21 cos.)	Month	$ 2.95	$ 183,112	$ 539
	Year to date	$ 3.00	$ 179,690	$ 538
	Year-to-date ratio	103%	102%	105%
Universal life (18 cos.)	Month	$ 9.17	$ 96,276	$ 883
	Year to date	$ 9.00	$ 97,679	$ 879
	Year-to-date ratio	97%	103%	100%
Current-assumption whole life (10 cos.)	Month	$ 7.65	$ 40,971	$ 314
	Year to date	$ 8.08	$ 41,202	$ 333
	Year-to-date ratio	100%	101%	100%
All other permanent (21 cos.)	Month	$ 11.72	$ 54,530	$ 639
	Year to date	$ 11.47	$ 53,615	$ 615
	Year-to-date ratio	103%	104%	107%

Universal Life

Interest Rates This Month

Median	11.25%
Range	9.25% - 12.80%
Range of middle 50%	10.50% - 11.88%
Number of companies reporting	15
Number of plans reported	41
Number of new plans	0
Number of plans dropped	0
Number of plans showing . . .	
No change	16
Increases	21
Average increase	0.53%
Decreases	4
Average decrease	0.50%

13-Month Interest Rate Range



Contributors' Growth Rates

Change in Annualized Premium

Year to Date

Percent change 1989 - 1990	Number of companies... Group I	Group II	Group III	All
21% or over	1	1	3	5
11% – 20%	2	2	1	5
1% – 10%	6	3	4	13
-9% – 0	0	2	3	5
-19% – -10%	1	2	1	4
-20% or under	0	3	1	4

Total Sales

Revised Through Current Month

	Annualized premium (000)			Face amount (000)			Number of policies		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
January	$ 34,819	$ 33,195	95%	$ 5,105,851	$ 5,011,812	98%	58,491	53,331	91%
February	42,866	41,240	96	6,510,591	5,992,714	92	74,116	66,580	90
March	47,163	49,524	105	6,792,715	7,033,007	104	78,533	78,232	100
April	45,443	44,630	98	6,672,726	6,371,838	95	77,872	70,786	91
May	49,530	49,484	100	7,331,162	7,174,964	98	84,049	78,973	94
June	52,925			7,666,626			84,127		
July	42,481			6,136,290			66,581		
August	40,585			5,821,180			62,365		
September	42,804			6,227,396			73,533		
October	48,131			6,914,972			79,977		
November	53,032			7,478,023			83,230		
December	54,886			7,621,355			77,575		
Year total	$554,665			$80,278,887			900,449		
Year to date	$219,821	$218,073	99%	$32,413,045	$31,584,335	97%	373,061	347,902	93%

	Premium per $1,000			Average size policy			Premium per policy		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
January	$ 6.82	$ 6.62	97%	$ 87,293	$ 93,976	108%	$ 595	$ 622	105%
February	6.58	6.88	105	87,843	90,008	102	578	619	107
March	6.94	7.04	101	86,495	89,899	104	601	633	105
April	6.81	7.00	103	85,688	90,016	105	584	630	108
May	6.76	6.90	102	87,225	90,853	104	589	627	106
June	6.90			91,132			629		
July	6.92			92,163			638		
August	6.97			93,340			651		
September	6.87			84,688			582		
October	6.96			86,462			602		
November	7.09			89,848			637		
December	7.20			98,245			708		
Year total	$ 6.91			$ 89,154			$ 616		
Year to date	$ 6.78	$ 6.90	102%	$ 86,884	$ 90,785	104%	$ 589	$ 627	106%

May Sales by Size Group

		Annualized premium (000)		Face amount (000)		Number of policies	
		1989	1990	1989	1990	1989	1990
Group I	Month	$ 29,600	$ 31,596	$ 4,103,373	$ 4,362,838	52,021	51,614
	Year to date	$131,655	$137,025	$17,943,976	$18,835,907	227,980	225,903
Group II	Month	$ 15,121	$ 13,368	$ 2,434,110	$ 2,134,342	24,082	20,127
	Year to date	$ 66,879	$ 60,364	$10,936,692	$ 9,600,022	109,785	89,159
Group III	Month	$ 4,809	$ 4,520	$ 793,679	$ 677,784	7,946	7,232
	Year to date	$ 21,287	$ 20,684	$ 3,532,377	$ 3,148,406	35,296	32,840

About the Survey

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Contact: Joy I. Hansen, Project Director
Darlene A. Schnittker
Raymond H. Hinchcliffe
Diane M. Couture
—Market Research

Life Insurance Marketing and
Research Association, Inc.
P.O. Box 208, Hartford, Connecticut 06141

Contributors

Group I
Canada Life
Great-West Life†
Industrial-Alliance Life†
London Life†
Manufacturers Life†
Metropolitan Life†
(includes Metropolitan Life of Canada)
Mutual Life of Canada†
North American Life (Canada)†
Prudential of America†
Sun Life of Canada†

Group II
Commercial Union Life of Canada
Confederation Life
Co-operators Life
Crown Life†
Imperial Life of Canada
La Laurentienne†
National Life of Canada
New York Life†
(includes New York Life of Canada)
Prudential of England
(includes Prudential Life of England)
Seaboard Life†
Sovereign Life (Canada)†
Transamerica Occidental Life†
(includes Transamerica Life of Canada)
Zurich Life of Canada†

Group III
Assumption Mutual Life
Assurance-Vie Desjardins
COLONIA Life†
Equitable Life of Canada†
Financial Life of Canada†
Knights of Columbus†
Laurier Life†
Lutheran Life of Canada†
Royal Life (Canada)†
La Sauvegarde†
La Solidarite
State Farm Life†
L'Union-Vie†

The groupings of companies and departments are maintained for five-year periods to allow examination of trends; currently they are based on the sum of first-year and renewal direct-written ordinary life premium income as of December 31, 1986.

† Company is included in product market share chart

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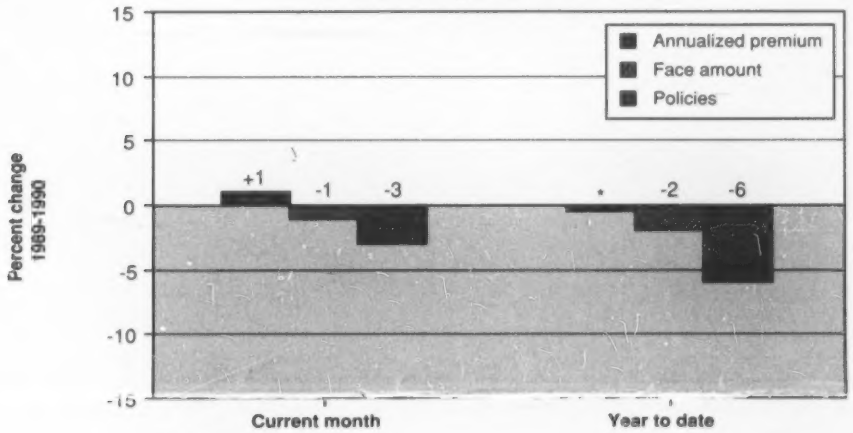
AC225-2

I/R Code 47.40
June 1990

MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

Individual Sales

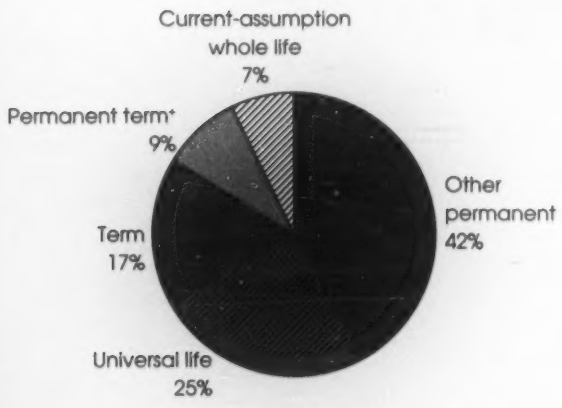
36 Companies



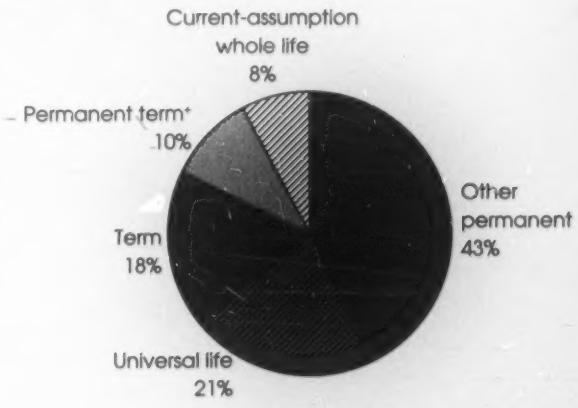
* less than 1/2 of -1 percent

Annualized Premium Market Share by Product

26 Companies Representing 83 Percent of June Sales



Current Month



Prior 12 Months
(June 1989 - May 1990)

* Estimate based on 16 companies

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Sales Comparisons with Last Year

Ratio 1990/1989

		Annualized premiums	Face amount	Number of policies
Permanent term (15 cos.)	Month	100%	98%	104%
	Year to date	112%	110%	108%
All other term (21 cos.)	Month	106%	107%	103%
	Year to date	102%	100%	98%
Universal life (18 cos.)	Month	142%	139%	137%
	Year to date	120%	123%	119%
Current-assumption whole life (10 cos.)	Month	101%	101%	103%
	Year to date	98%	98%	98%
All other permanent (21 cos.)	Month	86%	86%	86%
	Year to date	87%	85%	82%

Policy Characteristics by Product

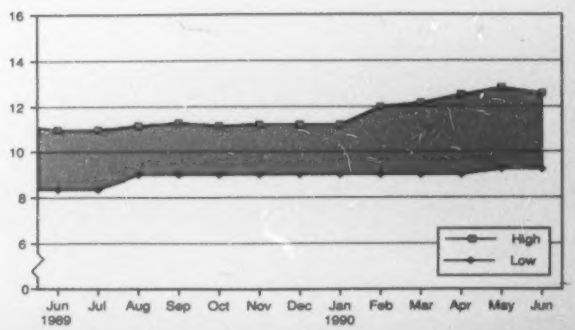
		Premium per $1,000	Average size policy	Premium per policy
Permanent term (15 cos.)	Month	$ 7.00	$ 91,268	$ 639
	Year to date	$ 7.02	$ 91,207	$ 640
	Year-to-date ratio	102%	101%	104%
All other term (21 cos.)	Month	$ 2.97	$ 178,925	$ 531
	Year to date	$ 2.99	$ 179,547	$ 537
	Year-to-date ratio	102%	102%	104%
Universal life (18 cos.)	Month	$ 8.98	$ 101,604	$ 912
	Year to date	$ 9.00	$ 98,531	$ 886
	Year-to-date ratio	98%	103%	101%
Current-assumption whole life (10 cos.)	Month	$ 8.47	$ 39,615	$ 335
	Year to date	$ 8.15	$ 40,909	$ 334
	Year-to-date ratio	100%	100%	100%
All other permanent (21 cos.)	Month	$ 11.80	$ 53,157	$ 627
	Year to date	$ 11.53	$ 53,499	$ 617
	Year-to-date ratio	102%	103%	105%

Universal Life

Interest Rates This Month

Median	11.25%
Range	9.25% - 12.58%
Range of middle 50%	10.50% - 11.75%
Number of companies reporting	15
Number of plans reported	41
Number of new plans	0
Number of plans dropped	0
Number of plans showing. . .	
No change	26
Increases	4
Average increase	0.34%
Decreases	11
Average decrease	0.35%

13-Month Interest Rate Range



Contributors' Growth Rates

Change in Annualized Premium

Year to Date

Percent change 1989 - 1990	Number of companies... Group I	Group II	Group III	All
21% or over	1	1	1	3
11% – 20%	2	2	4	8
1% – 10%	5	2	2	9
-9% – 0	1	2	2	5
-19% – -10%	1	3	3	7
-20% or under	0	3	1	4

Total Sales

Revised Through Current Month

	Annualized premium (000)			Face amount (000)			Number of policies		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
January	$ 34,819	$ 33,186	95%	$ 5,105,851	$ 5,009,001	98%	58,491	53,313	91%
February	42,866	41,230	96	6,510,591	5,990,475	92	74,116	66,561	90
March	47,163	49,496	105	6,792,715	7,029,099	103	78,533	78,190	100
April	45,443	44,571	98	6,672,726	6,367,004	95	77,872	70,759	91
May	49,530	49,368	100	7,331,162	7,161,311	98	84,049	78,914	94
June	52,925	53,654	101	7,666,626	7,601,515	99	84,127	81,869	97
July	42,481			6,136,290			66,581		
August	40,585			5,821,180			62,365		
September	42,804			6,227,396			73,533		
October	48,131			6,914,972			79,977		
November	53,032			7,478,023			83,230		
December	54,886			7,621,355			77,575		
Year total	$554,665			$80,278,887			900,449		
Year to date	$272,746	$271,505	100%	$40,079,671	$39,158,405	98%	457,188	429,606	94%

	Premium per $1,000			Average size policy			Premium per policy		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
January	$ 6.82	$ 6.63	97%	$ 87,293	$ 93,955	108%	$ 595	$ 622	105%
February	6.58	6.88	105	87,843	90,000	102	578	619	107
March	6.94	7.04	101	86,495	89,898	104	601	633	105
April	6.81	7.00	103	85,688	89,982	105	584	630	108
May	6.76	6.89	102	87,225	90,748	104	589	626	106
June	6.90	7.06	102	91,132	92,850	102	629	655	104
July	6.92			92,163			638		
August	6.97			93,340			651		
September	6.87			84,688			582		
October	6.96			86,462			602		
November	7.09			89,848			637		
December	7.20			98,245			708		
Year total	$ 6.91			$ 89,154			$ 616		
Year to date	$ 6.81	$ 6.93	102%	$ 87,666	$ 91,150	104%	$ 597	$ 632	106%

June Sales by Size Group

		Annualized premium (000)		Face amount (000)		Number of policies	
		1989	1990	1989	1990	1989	1990
Group I	Month	$ 32,070	$ 34,925	$ 4,351,327	$ 4,649,993	52,358	54,029
	Year to date	$163,725	$171,950	$22,295,303	$23,485,900	280,338	279,932
Group II	Month	$ 15,744	$ 14,347	$ 2,480,281	$ 2,245,613	23,534	20,371
	Year to date	$ 82,623	$ 74,489	$13,416,973	$11,818,190	133,319	109,365
Group III	Month	$ 5,111	$ 4,382	$ 835,018	$ 705,909	8,235	7,469
	Year to date	$ 26,398	$ 25,066	$ 4,367,395	$ 3,854,315	43,531	40,309

About the Survey

This survey gives ordinary sales results of a group of companies that report three measures of sales performance — annualized premiums, face amount (volume), and number of policies. From these data, premium per $1,000, average size policy, and premium per policy, as well as trends in those statistics, are derived. Sales results by product are also shown for a subset of the contributing companies.

The definition of new sales excludes revivals, indexed increases, dividend additions, reinsurance acquired, credit insurance (coverage of obligations not exceeding 120 months' duration), and products without insurance (such as annuities and Canadian pension bonds). The data include mass-marketed ordinary business.

The results are based on the experience of 36 companies plus four subsidiary companies operating in Canada. The contributors represent 77 percent of the 1988 Canadian ordinary volume sold and 81 percent of 1988 first-year collected premiums. Since no industry data are available on total annualized new ordinary premiums, the proportion of annualized premiums represented by these contributors cannot be determined. The business of these contributors may not represent the industry proportions of participating and nonparticipating policies and of term and permanent insurance sold; therefore, statistics (such as premium per $1,000) derived from the experience of the contributors may not represent the experience of the industry as a whole.

Company corrections are incorporated on a monthly basis to provide contributors with the most up-to-date information.

Contact: Joy I. Hansen, Project Director
Darlene A. Schnittker
Raymond H. Hinchcliffe
Diane M. Couture
—Market Research

Life Insurance Marketing and Research Association, Inc.
P.O. Box 208, Hartford, Connecticut 06141

Contributors

Group I
Canada Life
Great-West Life†
Industrial-Alliance Life†
London Life†
Manufacturers Life†
Metropolitan Life†
(includes Metropolitan Life of Canada)
Mutual Life of Canada†
North American Life (Canada)†
Prudential of America†
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La Solidarite
State Farm Life†
L'Union-Vie†

The groupings of companies and departments are maintained for five-year periods to allow examination of trends; currently they are based on the sum of first-year and renewal direct-written ordinary life premium income as of December 31, 1986.

† Company is included in product market share chart

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I/R Code 4.30
June 1990

QUARTERLY SURVEY OF INDIVIDUAL ANNUITIES IN CANADA

Second Quarter Sales

Accumulation Annuities

Number of new contracts (17 cos.)	RRSPs (Registered Retirement Savings Plans) 1989	1990	90/89	Nonregistered 1989	1990	90/89
1st quarter	82,174	88,783	108%	10,064	9,377	93%
2nd quarter	33,813	39,088	116	8,122	9,811	121
3rd quarter	18,947			6,769		
4th quarter	24,757			7,878		
Year to date	115,987	127,871	110%	18,186	19,188	106%
Premiums* (19 cos.)						
1st quarter	$1,087,655,416	$1,124,609,326	103%	$208,165,405	$214,884,290	103%
2nd quarter	583,162,398	584,262,299	100	219,280,202	223,152,332	102
3rd quarter	364,322,636			165,640,431		
4th quarter	417,750,083			200,334,219		
Year to date	$1,670,817,814	$1,708,871,625	102%	$427,445,607	$438,036,622	102%
Number of payments* (10 cos.)						
1st quarter	217,623	226,770	104%	21,032	23,660	112%
2nd quarter	157,202	161,587	103	20,613	23,548	114
3rd quarter	143,528			19,394		
4th quarter	155,017			20,596		
Year to date	374,825	388,357	104%	41,645	47,208	113%

*New and existing contracts

Payout Annuities — Life

Number of new contracts (18 cos.)	RRSP Income 1989	1990	90/89	Nonregistered 1989	1990	90/89
1st quarter	3,430	3,360	98%	770	911	118%
2nd quarter	3,480	3,195	92	866	942	109
3rd quarter	2,287			712		
4th quarter	2,655			986		
Year to date	6,910	6,555	95%	1,636	1,853	113%
Premiums (20 cos.)						
1st quarter	$ 123,835,944	$ 131,709,291	106%	$ 50,434,035	$ 60,225,867	119%
2nd quarter	162,725,863	147,287,758	91	52,238,798	54,466,561	104
3rd quarter	101,607,361			50,222,626		
4th quarter	111,526,741			74,216,856		
Year to date	$ 286,561,807	$ 278,997,049	97%	$ 102,672,833	$ 114,692,428	112%

	RRSP Income by Source					
	Internal transfers			External money		
Premiums (13 cos.)	1989	1990	90/89	1989	1990	90/89
1st quarter	$29,280,413	$35,297,921	121%	$ 61,662,361	$ 45,281,572	73%
2nd quarter	38,042,496	33,375,669	88	51,522,911	60,218,968	117
3rd quarter	22,995,099			35,030,959		
4th quarter	27,939,129			43,959,334		
Year to date	$67,322,909	$68,673,590	102%	$113,185,272	$105,500,540	93%

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Payout Annuities — Certain

Number of new contracts (17 cos.)	RRSP Income 1989	RRSP Income 1990	RRSP Income 90/89	Nonregistered 1989	Nonregistered 1990	Nonregistered 90/89
1st quarter	121	123	102%	473	733	155%
2nd quarter	100	145	145	592	698	118
3rd quarter	73			511		
4th quarter	70			699		
Year to date	221	268	121%	1,065	1,431	134%
Premiums (19 cos.)						
1st quarter	$ 6,165,263	$ 5,272,311	86%	$30,835,276	$53,019,801	172%
2nd quarter	4,703,409	8,605,760	183	33,257,524	46,389,929	139
3rd quarter	3,532,192			33,643,336		
4th quarter	3,722,523			46,455,884		
Year to date	$10,868,672	$13,878,071	128%	$64,092,800	$99,409,730	155%

	RRSP Income by Source					
	Internal transfers			External money		
Premiums (13 cos.)	1989	1990	90/89	1989	1990	90/89
1st quarter	$ 637,645	$1,377,948	216%	$2,757,046	$1,499,130	54%
2nd quarter	644,141	2,483,439	386	2,218,872	3,152,818	142
3rd quarter	874,102			1,196,143		
4th quarter	820,717			1,802,536		
Year to date	$1,281,786	$3,861,387	301%	$4,975,918	$4,651,948	93%

Registered Retirement Income Funds

	New contracts (15 companies) 1989	New contracts (15 companies) 1990	New contracts (15 companies) 90/89	Premiums (16 companies) 1989	Premiums (16 companies) 1990	Premiums (16 companies) 90/89
1st quarter	3,916	4,288	109%	$199,907,988	$215,900,051	108%
2nd quarter	4,061	5,049	124	210,823,804	270,043,671	128
3rd quarter	2,573			151,691,201		
4th quarter	2,892			153,705,857		
Year to date	7,977	9,337	117%	$410,731,792	$485,943,722	118%

Contributors

Canada Life
Confederation Life
Crown Life
Great-West Life
Imperial Life of Canada
Industrielle-Alliance Vie
La Laurentienne
London Life
Manufacturers Life
Maritime Life
Metropolitan Life
Mutual Life of Canada
National Life of Canada
New York Life
North American Life (Canada)
Prudential Life of England
Prudential of America
Standard Life (Canada)
State Farm Life
Sun Life of Canada
Transamerica Occidental Life

About the Survey

This survey shows the Canadian annuity sales activity of 21companies. Data listed for previous quarters have been revised to incorporate revisions in company data and to include previously unavailable data.

The data are separated into accumulation and payout annuities. The accumulation section shows the number of payments and premiums on new and existing contracts for RRSP and nonregistered annuities, as well as the number of new contracts. The payout section is divided into life and certain only annuities and registered retirement income funds (RRIFs). New contracts and premiums paid are shown for RRSP income and nonregistered contracts, as well as for RRIFs. The split between internal transfers and external money is shown for companies that are able to provide the source of RRSP income premiums.

Some contributors are unable to provide data for all categories; therefore, each category lists the number of contributors able to provide data.

Contact: Diane M. Couture, project director
-- Market Research

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June 1990

SUPPLEMENT TO MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

The following tables show Quebec sales activity for 22 companies. The contributors represent 66 percent of the 1988 Quebec ordinary volume sold.

New Individual Life Sales In Quebec

	Annualized premium (000)			Face amount (000)			Number of policies		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
First half	$ 56,238	$ 57,427	102 %	$ 8,861,962	$ 8,601,790	97 %	133,173	125,034	94 %
Second half	64,477			9,994,192			137,577		
Year total	$120,715			$18,856,154			270,750		

	Premium per $1,000		Average size policy		Premium per policy	
	Total 1989	Jan.- June 1990	Total 1989	Jan.- June 1990	Total 1989	Jan.- June 1990
Quebec	$4.40	$4.68	$ 60,644	$ 68,796	$446	$459
Non-Quebec	$6.65	$6.72	$103,094	$106,959	$686	$719

Quebec Market Share of Total Sales (22 companies)

Annualized premium		Face amount		Number of policies	
Total 1989	Jan.- June 1990	Total 1989	Jan.- June 1990	Total 1989	Jan.- June 1990
32%	30%	33%	31%	42%	41%

Contributing Companies

Assumption Mutual Life
Assurance-Vie Desjardins
Canada Life
Commercial Union Life of Canada
Confederation Life
Crown Life
Financial Life of Canada
Great-West Life
Industrial-Alliance Life
La Laurentienne
London Life
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Sun Life of Canada
Transamerica Occidental Life (includes Transamerica Life of Canada)
L'Union-Vie
Zurich Life of Canada

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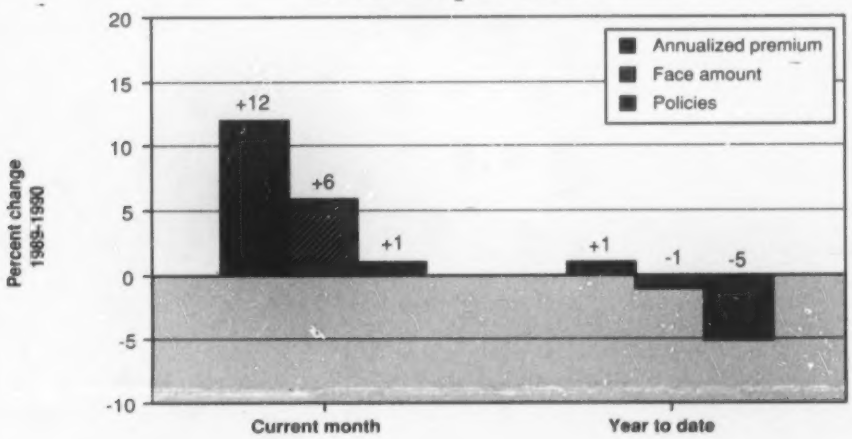
FIG 225-2

I/R Code 47.40
July 1990

MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

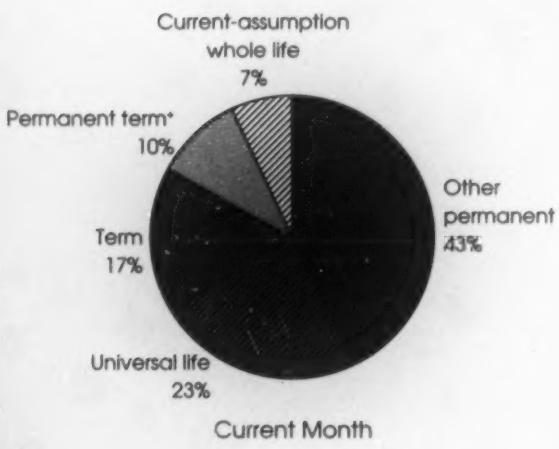
Individual Sales

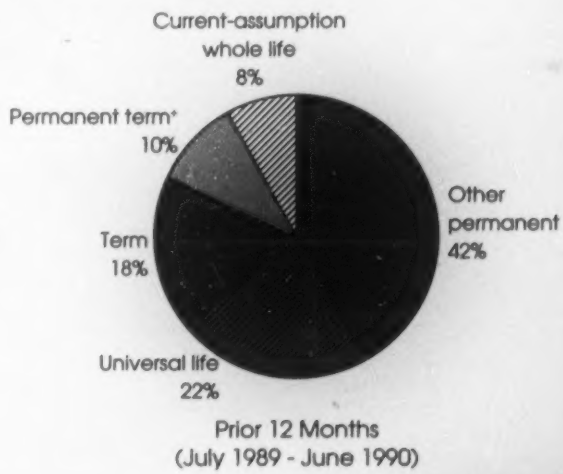
36 Companies



Annualized Premium Market Share by Product

26 Companies Representing 82 Percent of July Sales





* Estimate based on 17 companies

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Sales Comparisons with Last Year

Ratio 1990/1989

		Annualized premiums	Face amount	Number of policies
Permanent term (16 cos.)	Month	109%	104%	97%
	Year to date	112%	109%	107%
All other term (21 cos.)	Month	108%	111%	105%
	Year to date	105%	103%	102%
Universal life (18 cos.)	Month	143%	146%	143%
	Year to date	123%	126%	122%
Current-assumption whole life (10 cos.)	Month	99%	94%	95%
	Year to date	98%	98%	98%
All other permanent (21 cos.)	Month	96%	94%	93%
	Year to date	88%	86%	84%

Policy Characteristics by Product

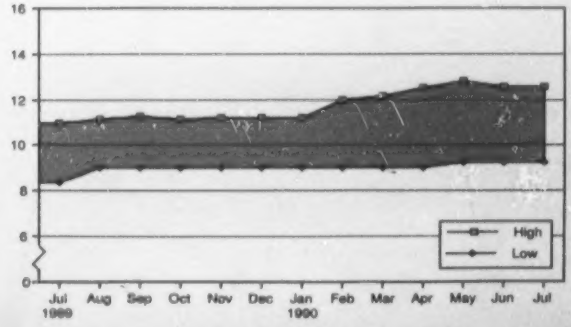
		Premium per $1,000	Average size policy	Premium per policy
Permanent term (16 cos.)	Month	$ 7.33	$ 95,936	$ 703
	Year to date	$ 7.06	$ 91,836	$ 649
	Year-to-date ratio	102%	102%	105%
All other term (21 cos.)	Month	$ 2.94	$ 187,064	$ 550
	Year to date	$ 2.98	$ 180,597	$ 539
	Year-to-date ratio	101%	101%	103%
Universal life (18 cos.)	Month	$ 8.91	$ 104,778	$ 934
	Year to date	$ 8.98	$ 99,450	$ 893
	Year-to-date ratio	98%	103%	101%
Current-assumption whole life (10 cos.)	Month	$ 8.72	$ 41,664	$ 364
	Year to date	$ 8.23	$ 41,011	$ 338
	Year-to-date ratio	101%	100%	101%
All other permanent (21 cos.)	Month	$ 11.88	$ 55,182	$ 656
	Year to date	$ 11.58	$ 53,716	$ 622
	Year-to-date ratio	102%	103%	105%

Universal Life

Interest Rates This Month

Median	11.40%
Range	9.25% - 12.58%
Range of middle 50%	10.50% - 11.75%
Number of companies reporting	15
Number of plans reported	41
Number of new plans	0
Number of plans dropped	0
Number of plans showing. . .	
No change	22
Increases	11
Average increase	0.35%
Decreases	8
Average decrease	0.28%

13-Month Interest Rate Range



Contributors' Growth Rates

Change in Annualized Premium
Year to Date

Percent change 1989 - 1990	Number of companies... Group I	Group II	Group III	All
21% or over	0	1	1	2
11% – 20%	3	2	5	10
1% – 10%	6	3	1	10
-9% – 0	0	3	2	5
-19% – -10%	1	1	3	5
-20% or under	0	3	1	4

Total Sales

Revised Through Current Month

	Annualized premium (000)			Face amount (000)			Number of policies		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
January	$ 34,819	$ 33,186	95%	$ 5,105,851	$ 5,009,001	98%	58,491	53,313	91%
February	42,866	41,230	96	6,510,591	5,990,475	92	74,116	66,561	90
March	47,163	49,496	105	6,792,715	7,029,099	103	78,533	78,190	100
April	45,443	44,571	98	6,672,726	6,367,004	95	77,872	70,759	91
May	49,530	49,368	100	7,331,162	7,161,311	98	84,049	78,914	94
June	52,925	53,654	101	7,666,626	7,601,515	99	84,127	81,869	97
July	42,481	47,663	112	6,136,290	6,517,404	106	66,581	67,276	101
August	40,585			5,821,180			62,365		
September	42,804			6,227,396			73,533		
October	48,131			6,914,972			79,977		
November	53,032			7,478,023			83,230		
December	54,886			7,621,355			77,575		
Year total	$554,665			$80,278,887			900,449		
Year to date	$315,227	$319,168	101%	$46,215,961	$45,675,809	99%	523,769	496,882	95%

	Premium per $1,000			Average size policy			Premium per policy		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
January	$ 6.82	$ 6.63	97%	$ 87,293	$ 93,955	108%	$ 595	$ 622	105%
February	6.58	6.88	105	87,843	90,000	102	578	619	107
March	6.94	7.04	101	86,495	89,898	104	601	633	105
April	6.81	7.00	103	85,688	89,982	105	584	630	108
May	6.76	6.89	102	87,225	90,748	104	589	626	106
June	6.90	7.06	102	91,132	92,850	102	629	655	104
July	6.92	7.31	106	92,163	96,876	105	638	708	111
August	6.97			93,340			651		
September	6.87			84,688			582		
October	6.96			86,462			602		
November	7.09			89,848			637		
December	7.20			98,245			708		
Year total	$ 6.91			$ 89,154			$ 616		
Year to date	$ 6.82	$ 6.99	102%	$ 88,237	$ 91,925	104%	$ 602	$ 642	107%

July Sales by Size Group

		Annualized premium (000)		Face amount (000)		Number of policies	
		1989	1990	1989	1990	1989	1990
Group I	Month	$ 26,338	$ 29,454	$ 3,553,663	$ 3,824,488	41,773	42,980
	Year to date	$190,063	$201,404	$25,848,966	$27,310,388	322,111	322,912
Group II	Month	$ 12,307	$ 13,780	$ 1,937,519	$ 2,027,762	18,479	17,827
	Year to date	$ 94,930	$ 88,269	$15,354,492	$13,845,952	151,798	127,192
Group III	Month	$ 3,836	$ 4,429	$ 645,108	$ 665,154	6,329	6,469
	Year to date	$ 30,234	$ 29,495	$ 5,012,503	$ 4,519,469	49,860	46,778

About the Survey

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Company corrections are incorporated on a monthly basis to provide contributors with the most up-to-date information.

Contact: Joy I. Hansen, Project Director
Darlene A. Schnittker
Raymond H. Hinchcliffe
Diane M. Couture
—Market Research

Life Insurance Marketing and Research Association, Inc.
P.O. Box 208, Hartford, Connecticut 06141

Contributors

Group I
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Great-West Life†
Industrial-Alliance Life†
London Life†
Manufacturers Life†
Metropolitan Life†
(includes Metropolitan Life of Canada)
Mutual Life of Canada†
North American Life (Canada)†
Prudential of America†
Sun Life of Canada†

Group II
Commercial Union Life of Canada
Confederation Life
Co-operators Life
Crown Life†
Imperial Life of Canada
La Laurentienne†
(includes Laurentian Life of Canada)
National Life of Canada
New York Life†
(includes New York Life of Canada)
Prudential of England
(includes Prudential Life of England)
Seaboard Life†
Sovereign Life (Canada)†
Transamerica Occidental Life†
(includes Transamerica Life of Canada)
Zurich Life of Canada†

Group III
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Equitable Life of Canada†
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The groupings of companies and departments are maintained for five-year periods to allow examination of trends; currently they are based on the sum of first-year and renewal direct-written ordinary life premium income as of December 31, 1986.

† Company is included in product market share chart.

* Assurance-Vie Desjardins and La Sauvegarde merged as of July 1, 1990, as L'Assurance-Vie Desjardins Inc. but still report separately.

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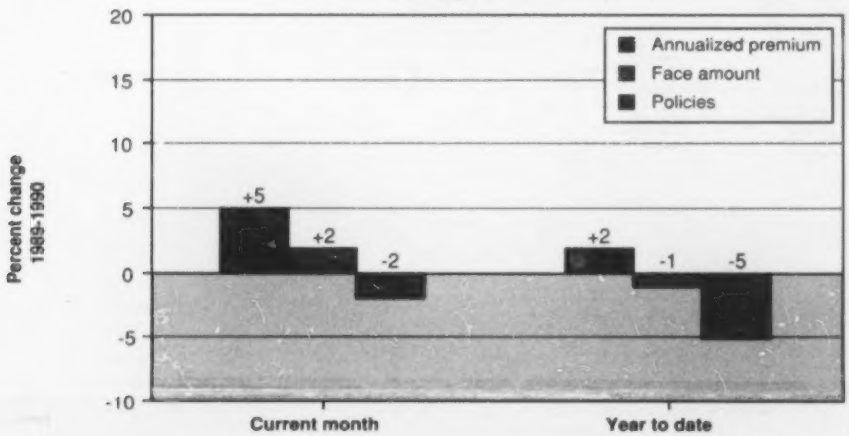
August 1990

MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

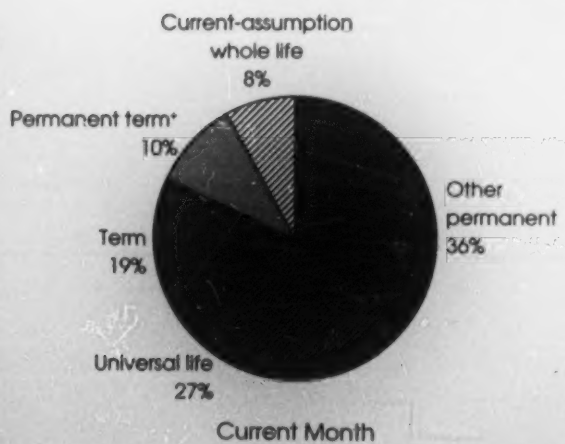
Individual Sales

36 Companies



Annualized Premium Market Share by Product

25 Companies Representing 80 Percent of August Sales



Current Month

Prior 12 Months
(August 1989 - July 1990)

* Estimate based on 17 companies

LIMRA INTERNATIONAL
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Sales Comparisons with Last Year

Ratio 1990/1989

		Annualized premiums	Face amount	Number of policies
Permanent term (16 cos.)	Month	93%	94%	96%
	Year to date	109%	107%	105%
All other term (20 cos.)	Month	105%	110%	103%
	Year to date	103%	103%	99%
Universal life (18 cos.)	Month	123%	116%	125%
	Year to date	123%	125%	123%
Current-assumption whole life (10 cos.)	Month	101%	96%	96%
	Year to date	99%	97%	97%
All other permanent (20 cos.)	Month	92%	90%	88%
	Year to date	88%	86%	84%

Policy Characteristics by Product

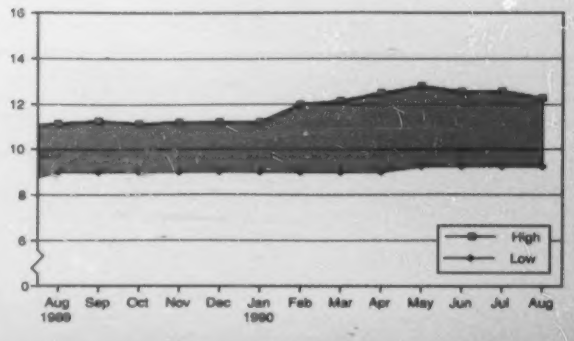
		Premium per $1,000	Average size policy	Premium per policy
Permanent term (16 cos.)	Month	$ 6.84	$ 95,423	$ 653
	Year to date	$ 7.04	$ 92,246	$ 649
	Year-to-date ratio	102%	102%	104%
All other term (20 cos.)	Month	$ 2.96	$ 189,785	$ 561
	Year to date	$ 2.98	$ 181,732	$ 541
	Year-to-date ratio	101%	103%	104%
Universal life (18 cos.)	Month	$ 9.72	$ 99,491	$ 968
	Year to date	$ 9.08	$ 99,455	$ 903
	Year-to-date ratio	99%	102%	100%
Current-assumption whole life (10 cos.)	Month	$ 8.56	$ 41,965	$ 359
	Year to date	$ 8.27	$ 41,122	$ 340
	Year-to-date ratio	101%	100%	101%
All other permanent (20 cos.)	Month	$ 11.43	$ 55,248	$ 632
	Year to date	$ 11.57	$ 53,926	$ 624
	Year-to-date ratio	102%	103%	105%

Universal Life

Interest Rates This Month

Median	11.13%
Range	9.25% - 12.25%
Range of middle 50%	10.50% - 11.50%
Number of companies reporting	15
Number of plans reported	41
Number of new plans	0
Number of plans dropped	0
Number of plans showing. . .	
No change	18
Increases	4
Average increase	0.20%
Decreases	19
Average decrease	0.40%

13-Month Interest Rate Range



Contributors' Growth Rates

Change in Annualized Premium

Year to Date

Percent change 1989 - 1990	Number of companies... Group I	Group II	Group III	All
21% or over	0	1	1	2
11% – 20%	3	2	5	10
1% – 10%	6	3	1	10
-9% – 0	0	3	1	4
-19% – -10%	1	1	4	6
-20% or under	0	3	1	4

Total Sales

Revised Through Current Month

	Annualized premium (000)			Face amount (000)			Number of policies		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
January	$ 34,819	$ 33,186	95%	$ 5,105,851	$ 5,009,001	98%	58,491	53,313	91%
February	42,863	41,228	96	6,510,292	5,990,300	92	74,109	66,557	90
March	47,166	49,501	105	6,793,123	7,030,006	103	78,539	78,200	100
April	45,441	44,568	98	6,672,457	6,366,520	95	77,867	70,755	91
May	49,529	49,363	100	7,331,236	7,159,949	98	84,043	78,889	94
June	52,923	53,655	101	7,666,328	7,601,835	99	84,133	81,883	97
July	42,482	47,664	112	6,136,428	6,517,980	106	66,582	67,292	101
August	40,610	42,534	105	5,826,261	5,968,815	102	62,428	61,188	98
September	42,781			6,221,668			73,445		
October	48,118			6,913,721			79,968		
November	53,030			7,476,906			83,241		
December	54,903			7,624,616			77,603		
Year total	$554,665			$80,278,887			900,449		
Year to date	$355,833	$361,699	102%	$52,041,976	$51,644,406	99%	586,192	558,077	95%

	Premium per $1,000			Average size policy			Premium per policy		
	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89	1989	1990	Ratio 90/89
January	$ 6.82	$ 6.63	97%	$ 87,293	$ 93,955	108%	$ 595	$ 622	105%
February	6.58	6.88	105	87,848	90,003	102	578	619	107
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May	6.76	6.89	102	87,232	90,760	104	589	626	106
June	6.90	7.06	102	91,122	92,838	102	629	655	104
July	6.92	7.31	106	92,163	96,861	105	638	708	111
August	6.97	7.13	102	93,328	97,549	105	651	695	107
September	6.88			84,712			582		
October	6.96			86,456			602		
November	7.09			89,822			637		
December	7.20			98,252			707		
Year total	$ 6.91			$ 89,154			$ 616		
Year to date	$ 6.84	$ 7.00	102%	$ 88,780	$ 92,540	104%	$ 607	$ 648	107%

August Sales by Size Group

		Annualized premium (000)		Face amount (000)		Number of policies	
		1989	1990	1989	1990	1989	1990
Group I	Month	$ 23,474	$ 25,105	$ 3,123,373	$ 3,324,295	37,572	37,386
	Year to date	$213,537	$226,509	$28,972,339	$30,634,683	359,683	360,298
Group II	Month	$ 12,883	$ 13,187	$ 1,967,666	$ 1,973,616	18,482	17,584
	Year to date	$107,813	$101,456	$17,322,158	$15,819,568	170,280	144,776
Group III	Month	$ 4,253	$ 4,242	$ 735,222	$ 670,904	6,374	6,218
	Year to date	$ 34,483	$ 33,734	$ 5,747,479	$ 5,190,155	56,229	53,003

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